Boatbuilders and Repairers

A-1 Marine, Inc.

5601 W. Hwy 98
Panama City, FL 32401
Tel.: (904) 785-2567
James M. Robbins, President
Primary Market Areas: National
Services: Builder of 55' to 67' fiberglass party boats, purse seiners, ferry boats, long liners and custom 40' to 45' fiberglass commercial boats. Boat repairs and maintenance. 60-ton open-end travel lift. Repairs to all type vessels.

Alexandria Yacht Co.

210 The Strand
Alexandria, VA 22314
Tel.: (703) 549-1424
Telex: 89-9110
Russell S. Crenshaw, Proprietor
Parent Co.: The Crenshaw Co.
Primary Market Areas: Mid-Atlantic States.
Services: Boat repair, marine railroad, floating drydock.

Allied Shipbuilders Ltd.

1870 Harbour Road
North Vancouver, BC Canada
Tel.: (604) 929-2365
Telex: 04-352612
James D. McLaren, Shipyard Manager.
Primary Market Areas: Canada - West, North & East Coasts.
Services: Builders of Fishing Vessels 60'-0" to 250'-0".

Allstate Marine Salvage, Inc.

1319 S.W. 22 Ave.
Delray Beach, FL 33445
Tel.: (305) 278-2682
Capt. Lee H. Kramer, President.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Great Lakes States, South America, Caribbean.
Services: Marine salvage; marine repair; erosion surveys; marine surveys, water test services.

ALMAR Aluminum Marine Construction, Inc.

120 E. 23rd
Tacoma, WA 98421
Tel.: (206) 572-2877
Tim O'Brien, Marketing Manager.
Primary Market Areas: Pacific Northwest.
Services: We build all welded marine aluminum boats from 16 ft. outboard models to 27 ft. cabin models. All boats available with jet pump or inboard outboard. Gas or diesel engines are available on all inboard models.

AMT, Incorporated

2400 N.W. 39th Ave.
Miami, FL 33142
Tel.: (305) 871-4094 or (800) 327-1317
Telex: 512408
TWX 810-848-4050
Primary Market Areas: South Atlantic States, Gulf Coast States, Caribbean and Central America.
Services: Diesel engine repairs, domestic or foreign, emergency or routine. Capable of extensive trouble-shooting, reconditioning. Electrical repairs and alterations; voyage repairs; refrigeration; boilers and heat exchangers. Machine shop and extensive portable machinery. Hydraulic repairs and installations.
Branches & Personnel:
AMT Services, Inc.
Jeff Abingdon, Office Manager
1173 Annunciation St.
New Orleans, LA 70130
Tel.: (504) 522-5042

Anderson & Cristofani Shipyard

894 Innes Ave
San Francisco, CA 94124
Tel.: (415) 647-6960
Dick S. Peterson, Vice President, General Manager.
Parent Co.: Ableship Co.
Primary Market Areas: Pacific Northwest.
Services: Three marine railways up to 260 tons. Repairs and reconstruction of wood, steel, and fiberglass vessels and barges up to 110 ft.

Gene Anderson, Naval Architect & Marine Constuctor

3702-Motor Ave., Suite 4
Los Angeles, CA 90034
Tel.: (213) 559-2800
Gene Anderson, Owner.
Primary Market Areas: Worldwide.
Services: Act as a marine constructor and naval architect in general practice designing any type of floatable, including fishing boats, yachts, tugs, work boats, charter, etc. Able to design up to 150 feet in length in wood, plastic and steel. As a constructor, obtain own clients, design, arrange financing, obtain builder, supervise construction, run trials, etc. McAnderson also writes on marine subjects and is a consultant on marine matters.

Answer Marine, Inc.

257 W. 23rd St.
Hialeah, FL 33010
Donald C. Strassel, Sales Director.
Primary Market Areas: National, Bahamas, the Netherlands Antilles, Venezuela.
Services: Manufacture a line of 15-24 foot fishing boats powered by outboard, inboard/outboard and straight inboard engines, gasoline or diesel.

Aquarian Industries International, Ltd.

301-170 Hargrave St.
Winnipeg, MB R3C 3H4 Canada
Tel.: (204) 942-7449
Telex: 07 55197 VWA Wpg
C. N. Burns, President.
Primary Market Areas: Wordlwide.
Services: Build small aluminum fishing boats 12 feet, 14 feet, 16 feet. Build aluminum canoes 15 feet, 17 feet, 16 feet, V stern. Build wooden oars and paddles. Broker marine products, ships, equipment, seafood, etc.

Armstrong Boats & Marine Transportation, Inc.

110 Washington St.
Norwell, MA 02061
Tel.: (617) 878-2207
William B. Armstrong, Co-owner.
Services: Welding and machine work, boat hauling and launching to 50 ft.

Arthur H. Sulzer Associates, Inc.

688 Beatty Rd.
Springfield, PA 15064
Tel.: (215) 543-5884
Arthur H. Sulzer, President.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Southwest Pacific Coast, Pacific Northwest, Europe, Africa, Far East.
Services: Marine surveyor for China Corporation Register of Shipping, Det Norske Veritas, Lloyds Register of Shipping, Bureau Veritas. Hull, engine, P&I surveyor. Owner and operator of 25-270 foot barges; barges for charter. Boat repairs.
Branches & Personnel:
Flag Service & Maintenance
T. Suchockc, President.
P.O. Box 217
Thorofare, NJ 08086
Tel.: (609) 848-2901

Atlantic Marine, Inc.

P.O. Box 138
Ft. George Island, Jacksonville, FL 32226
Tel.: (904) 251-3111
TWX 810-932-6899
Walter J. (Joe) Hartley, Jr., Sales Manager, Estimating/Sales.
Services: Fishing vessels, such as shrimp trawlers, stern trawlers, scallopers, tuna seiners and combination vessels, ranging in size from 74 feet to 130 feet. Also, work boats such as tugs, barges, offshore supply vessels, oceanographic research vessels up to 350 feet in length. All vessels are made of steel and built to order.

Atlantic Shipbuilding

194 Montague St., Box 1150
Lunenburg, N.S. BOJ 2CO Canada
Tel.: (902) 634-8871
Telex: 019-216-54
Sherman P. Tanner, Superintendent.
Parent Co.: Atlantic Bridge Co., Ltd.
Primary Market Areas: National.

Avondale Shipyards, Inc.

P.O. Box 50280
New Orleans, LA 70150
Tel.: (504) 436-5100
Telex: 58245 AVONENG NLN
TWX 8109516155
Melvin Colen, Vice President, Advanced Programs and Corporate Marketing Manager.
Parent Co.: Ogden Corporation
Primary Market Areas: National.
Services: Vessel repair, repowering and outfitting (5 floating docks, maximum 200 x 100 feet, lifting capacity maximum 2,500 tons); 335 linear feet shallow water repair wharf.
Branches & Personnel:
Avondale Shipyards, Inc., Harvey Quick Repair Division
Clarence Geier, Vice President and Division Manager.
P.O. Box 116
Harvey, LA 70059
Tel.: (504) 340-0621
Telex: 58-4248

B & C Marine Service

1315 Mesquite St.
Corpus Christi, TX 78401
Tel.: (512) 882-7322
Charles R. Cooper, Owner.
Primary Market Areas: Gulf Coast States.
Services: Marine Surveyor.

B.C. Marine Shipbuilders Div.

101 North Victoria Dr.
Vancouver, BC V5L 3C6 Canada
Tel.: (604) 255-3121
Telex: 04-507582
Robert Lundquist, Manager.
Parent Co.: Rivtow Shipyards Ltd.
Primary Market Areas: Pacific Northwest.
Services: Fish boats, tug boats, barges, crew and patrol boats up to 180 ft.

Barbour's Marine Supply Co., Inc.

216 West Front St.
Beaufort, NC 28516
Tel.: (919) 728-2136
Nelson B. Gillikin, President.
Primary Market Areas: North Carolina.
Services: Complete machine shop service, propeller reconditioning and engine repair and rebuilding.

Barton Machine Shop, Inc.

68 Badger's Island
Kittery, ME 03904
Tel.: (207) 439-1555
Charles C. Patten, President.
Primary Market Areas: New England.
Services: Boat hauling to 75 tons; marine service and repair of all types.

Bay Area Marine Institute

Pier 66
San Francisco, CA 94107
Tel.: (415) 552-4500
W. Tay Vaughan III, President.
Primary Market Areas: National.
Services: BAMI is a training and work center for marine services technicians, teaching a full range of state-of-the-art skills including fiberglass technology, electrical systems, diesel mechanics, and painting/finishing. An educational facility with full-time day students, evening classes, and a railway/shop complex for building and repair. A fishery advisory board and naval design group operate within the Institute.

Bayou Boeuf Shipyard, Inc.

Rt. 3, Box 739
Morgan City, LA 70380
Tel.: (504) 384-2164
Sam J. Siracusa, President.
Services: Marine repairs on vessels to 120 ft., sand blasting and painting.

Bayside Boat Works

2418 Golf Course Rd.
Bayside, CA 95524
Tel.: (707) 822-2822
Lee Rossi, Manager.
Primary Market Areas: Southwest Pacific Coast, Pacific Northwest.
Services: Custom boats, 16-32 feet; fishing vessel rigging; vessel completions.

Bel-Aire Shipyard Ltd.

1667 Columbia St.
N. Vancouver, BC V7J 1A5 Canada
George Forbes.
Primary Market Areas: Pacific Northwest, Mexico and South America.
Services: Build steel and aluminum vessels, 50 ft. to 250 ft. in length.

Bend Boat Basin

Rt. 114, Melville
Newport, RI 02840
Tel.: (401) 683-4000
Francis P. Baratta, Manager.
Primary Market Areas: New England.
Services: Complete marina services including mechanical, electrical, refrigeration, carpentry and rigging.

Bender Shipbuilding & Repair Co., Inc.

P.O. Box 42, 265 S. Water St.
Mobile, AL 36601
Tel.: (205) 433-3673
Telex: 505-457
John R. Logan, Sales Manager.
Primary Market Areas: Worldwide.
Services: Fishing boats of all classes, conversions, processors, offshore supply and tug boats, utility and support, pushboats, geophysical vessels, barges, drydocks. Three floating drydocks, topside repairs.
Branches & Personnel:
Joe Hendrix, West Coast Representative.
Fishermen's Terminal, Pier 3
Seattle, WA 98119
Tel.: (206) 282-9631

Tony Hess, International Sales.
P.O. Box 42, 265 S. Water St.
Mobile, AL 36601
Tel.: (205) 433-3673

Blount Marine Corporation

P.O. Box 368
Warren, RI 02885
Tel.: (401) 245-8300
Telex: 927686
Luther H. Blount, President.
Primary Market Areas: New England, Mid-Atlantic States.
Services: Build and repair fishing vessels, 50 ft. to 250 ft.

Blue Porpoise Fabrication, Inc.

2255 National Ave.
San Diego, CA 92106
Tel.: (714) 234-2271
Telex: 695464 APOLLO FISH
Manuel R. Cintas, President.
Parent Co.: Apollo Fisheries Service, Inc.
Primary Market Areas: Worldwide.
Services: Manufacture 16 ft. 9 in. outboard and inboard porpoise chase boats.
Branches & Personnel:
Linda Deines, Vice President, Marketing.
2255 National Ave.
San Diego, CA 92106
Tel.: (714) 234-2271

The Boat House

P.O. Box 45
Port Mansfield, TX 78598
Tel.: (512) 944-2202
Dale R. Vandermolen, Owner/Operator.
Primary Market Areas: Gulf Coast States.
Services: Complete marine repair service, specializing in light marine diesel application in commercial and pleasure craft. Hull repairs of all kinds. Marine surveyor of hulls and cargoes, performing damage, condition and value surveys, out turn, draft, etc. surveys. Cargo consultants.
Branches & Personnel:
Dale R. Vandermolen, Owner/Operator.
3336 Floyd
Corpus Christi, TX 78598
Tel.: (512) 855-3801

Red Dog Charters
Dale R. Vandermolen, Owner/Operator.
P.O. Box 45
Port Mansfield, TX 78598

The Boatworks, Inc.

86621 Lorane Hwy.
Eugene, OR 97405
Tel.: (503) 484-6424
George S. Ralph, President.
Primary Market Areas: Pacific Northwest.

Breton Industrial and Marine Ltd.

P.O. Box 2003
Port Hawkesbury, NS Canada
Tel.: (902) 625-2800
Telex: 019-37550
L. Thomas McCann, Personnel Officer.
Primary Market Areas: Eastern Canada, Bahamas.
Services: Construction of steel and/or aluminum service vessels, patrol vessels, fishing trawlers, tugs and barges up to 200 ft. in length. Design and engineering of all electrical and mechanical systems involved in ship operation. Ship repair and maintenance.

Brewster's Shipyard, Inc.

87 Ocean Ave., P.O. Box 111
Bay Shore, NY 11706
Tel.: (516) 665-0037
William H. Brewster, President.
Primary Market Areas: South shore of Long Island.
Services: Repair, maintenance and storage of fiberglass and wooden vessels. Carpenters and mechanics. Railways to 65 feet or 50 tons. Travel lifts to 20 tons.

Brooklin Boat Yard

Center Harbor
Brooklin, ME 04616
Tel.: (207) 359-2236
Joel M. White, Co-owner, Naval Architect.

Primary Market Areas: New England.

Services: Custom builders of both pleasure and commercial boats up to 45 feet. Specialize in wood construction. Custom finishing of fiberglass hulls. Two marine railways; storage and repair services. Joel White is a naval architect and does design work.

Bruce Abernathy Ship & Yacht Brokers

32600 Hwy. 20
Fort Bragg, CA 95437
Tel.: (707) 964-0473
Bruce Abernathy, Broker.

Primary Market Areas: Southwest Pacific Coast, Pacific Northwest.

Bruno & Stillman, Inc.

Old Dover Rd.
Newington, NH 03801
Tel.: (603) 431-8055
TWX 5102974431
Ross R. Anderson.

Primary Market Areas: Worldwide.

Services: Manufacturers of fiberglass workboats of the following sizes: 35, 42, 55, and 94 ft.

Bumble Bee Seafoods

P.O. Box 60
Astoria, OR 97103
Tel.: (503) 325-4021
Melvin E. Hjorten, Shipyard Superintendant.

Parent Co.: Castle & Cooke, Inc.

Primary Market Areas: Pacific Northwest.

Services: Boat building and repair, all types welding, complete machine shop, marine ways, sandblasting and painting, crane service, metal forming, metal sales.

California Shipbuilding and Dry Dock Co.

1601 Water St.
Long Beach, CA 90802
Tel.: (213) 436-3281
Telex: 656-474
Matthew Spaleta, Vice President.

Primary Market Areas: Southwest Pacific Coast.

Services: Boat repairs and overhauls; boatbuilding. Machine shop facilities and fabrication of machinery. Sand blasting, painting, pipefitting, fabrication and welding; electrical work of all kinds.

Camden Ship Repair Co., Inc.

Point And Erie Sts.
Camden, NJ 08102
Tel.: (609) 966-1091
David J. Morris, Jr., President.

Primary Market Areas: Mid-Atlantic States.

Services: Boat, tug and barge repair and conversion.

Campbell Industries

501 E. Harbor Dr. P.O. Box 1870
San Diego, CA 92112
Tel.: (714) 233-7115
Telex: 69-5089
TWX CAMEL
Peter G. Schmidt, President.

Parent Co.: MARCO Seattle.

Primary Market Areas: Southwest Pacific Coast, Pacific Northwest, National, Latin America.

Services: Construction of fishing vessels, specializing in tuna superseiners of 1200 ST fish carrying capacity, also coastal tuna seiners in the 320 ST fish carrying capacity; aluminum gillnet fishing vessels and large trawler processors of 2000 to 4000 horsepower. Ship repair yard includes 4 floating dry docks up to 2,800 tons and 389' in length, specializing in repair of the tuna fleet and other commercial vessels.

Canovex Ltd.

P.O. Box 594
Halifax, NS B3J 2R7 Canada
Tel.: (902) 422-1554
Telex: 019-21723 (CORERE HFX)
Donald A. Fraser, Contracts Manager.

Primary Market Areas: New England, Mid-Atlantic States, Pacific Northwest, Canada, England, France, Germany, Norway, Iceland, Nigeria and several Latin American countries.

Services: Canovex Limited is a consortium of eight Canadian companies who collectively can supply everything required for a complete fishing industry or component of it. The member companies build steel fishing vessels, up to 300 ft. and fiberglass boats to 60 ft. They design and manufacture fishing gear, fish processing and handling equipment, fish unloaders, refrigerated trucks, winches, deck hardware, marine engines and hydraulic systems. General contractor, refrigeration contractor and cold storage construction companies are also included in the group.

Cape Fear Skiffs

205 Apache Trail
Wilmington, NC 28403
Tel.: (919) 799-8099
William E. Burnett, Owner.

Primary Market Areas: Mid-Atlantic States, South Atlantic States, Gulf Coast States.

Services: Open commercial fishing skiffs, 17 ft. to 22 ft., with aft inboard motorwell, used primarily for net fishing.

Cape Fear Technical Institute

411 North Front St.
Wilmington, NC 28401
Tel.: (919) 343-0481
Arthur W. Jordan, Marine Supervisor and Director of Marine Operations.

Primary Market Areas: National.

Services: Courses in boatbuilding, marine construction, marine mechanics, navigation, oceanography, etc. Research.

Capt. Dan's Custom Fiberglass Boat Mfg.

2009 Roosevelt Drive
Key West, FL 33040
Tel.: (305) 294-5923

Primary Market Areas: Mid-Atlantic States, South Atlantic States, Gulf Coast States.

Services: Commercial and pleasure boats up to 50 ft.

Branches & Personnel:
Bldg. 102, Truman Annex
Key West, FL 33040

Capt. R. J. Fearon & Associates

P.O. Box 1484
Tampa, FL 33601
Tel.: (813) 229-9301
Telex: 52-861
Robert J. Fearon, Consulting Engineer and Surveyor.

Parent Co.: Baycon Industries, Inc.

Primary Market Areas: South Atlantic States, Gulf Coast States, Caribbean area.

Services: Tugs, barges, dredging, bridge building, dock and harbors, small vessel repair and building. Marine survey and engineering work are separated from repair.

Caraquet Marine Ind., Ltd.

P.O. Box 610
Caraquet, NB EOB 1K0 Canada
Tel.: (506) 727-3339
Telex: 014-24554
J. Romeo Robichaud, General Manager.

Primary Market Areas: New Brunswick, Canada.

Services: Building of steel boats 65 ft. and over, barges and aluminum power skiffs; repair and overhaul of steel boats and hydraulic systems; sandblasting and painting. The yard is serviced by a 600-ton marine haul-out and transfer.

Carolina Services

1920 Oak St.
Georgetown, SC 29440
Tel.: (803) 546-3645
Philip Gene Dickson, Owner.

Primary Market Areas: 03.

Services: Repairs to vessels: fiberglass and wood work, interior and exterior, electrical and mechanical, diesel and gas, and all vessel accessories and equipment.

Cedar Island Marina, Inc.

Riverside Dr., P.O. Box 181
Clinton, CT 06413
Tel.: (203) 669-8681
Ira Jay Buralk.

Primary Market Areas: New England.

Services: Haul boats up to 65 ft. or 35 tons, fiberglass repairs, running gear repairs, mechanical repairs, carpentry repairs, transient dockage, painting and refinishing.

Chesapeake Marine Industries, Inc.

92-A Trappe Landing Rd.
Trappe, MD 21673
Tel.: (301) 822-4359
William R. Lippincott, Vice President.

Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States.

Services: Fiberglass fishing vessels 30 ft. to 60 ft. Chesapeake deadrise hulls. Also, fiberglass bait and fish tanks.

Chesapeake Shipbuilding, Inc.

1 Marine Park
Haddam, CT 06438
Tel.: (203) 345-4559
TWX 710-428-5059

Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Europe, Latin America, Middle East.

Services: Steel ship construction, repairs, and modification. Design and engineering services for vessels up to 250 ft. Transportation engineering and consulting.

Chesapeake Work Boat Company

P.O. Box 261, Rt. 3
Hayes, VA 23072
Tel.: (804) 642-2800 or 642-2860
Maurice J. Laurier, President.

Parent Co.: Glass Marine, Inc.

Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States.

Services: Build and market fiberglass deadrise workboats from 36 ft. to 44 ft., standardized or customized, in both bay and offshore versions. Bare hulls up to fully outfitted and rigged fishing vessels. Also overhaul, repair, repower and rig, work boats, fish boats and yachts up to 60 ft. and 30 tons displacement.

Cliff Richardson Boats Ltd.

103 Bayfield St., P.O. Box 819
Meaford, ON NOH 1YO Canada
Tel.: (519) 538-1940
Alan D. Richardson, President.

Primary Market Areas: Great Lakes States.

Services: Custom builder of steel and aluminum fish boats up to 60 ft.

CMC, Commercial Marine Construction

2830 Kwina Rd., P.O. Box 656
Ferndale, WA 98248
Tel.: (206) 384-6494
Michael E. Kildall.

Primary Market Areas: Southwest Pacific Coast, Pacific Northwest.

Services: Construction of steel or aluminum landing craft, barges, power barges, and power scows, from 46' to 130' LOA and 14' beam to 30' beam.

Coastal Marine Eng. Co.

1050 25th St
San Francisco, CA 94107
Tel.: (415) 826-3400
Edwin J. Wohler, President.

Primary Market Areas: Southwest Pacific Coast.

Services: Ship repair and machine shop: overhaul and repair pumps, valves, winches.

Commercial Marine Service, Inc.
258 Cannery St., Berth 264
Terminal Island, CA 90731
Tel.: (213) 831-8851
Thomas L. Sharkey, President and General Manager.
Primary Market Areas: Southwest Pacific Coast.
Services: Two marine railways that can handle vessels up to 150 ft. or 500 tons; two finger piers (450/75 ft.); all types of marine repairs including steel, aluminum, wood and fiberglass; emergency dockside repairs; temporary berthing for offshore supply vessels; crane service.

Concordia Co., Inc.
So. Wharf, P.O. Box P-266
So. Dartmouth, MA 02748
Tel.: (617) 999-1381
Gerald S. Smith, Office Manager.
Parent Co.: Concordia
Primary Market Areas: New England.
Services: Full service yacht yard. Mechanics, riggers, painters, carpenters. Repairs, restorations, custom building. Storage, railway and travel lift (30 tons).

The Corbitt Marine Ways, Inc.
P.O. Box 922
Freeport, TX 77541
Tel.: (713) 233-2211
R.A. Durham, President.
Primary Market Areas: TX Coast - Freeport Area.
Services: Repairs to wooden, steel, aluminum and fiberglass boats 55 to 120' long and up to 400 D.W. tons. Two marine railways, machine shop, welding and carpentry.

Correct Craft, Inc.
5717 S. Orange Ave., P.O. Box 13389
Orlando, FL 32859
Tel.: (305) 855-4141
Telex: 56-7424
Walter N. Meloon, Vice President.
Primary Market Areas: National, France and Germany.
Services: Build 16 ft. to 24 ft. fiberglass boats.

Corson Boat Co.
9 Houghton St.
Madison, ME 04950
Tel.: (207) 696-4210
Gerald E. Corson, President.
Primary Market Areas: New England.
Services: Boat building and repair of our own boats.
Branches & Personnel:
Hawk Line Boats
George Hawkins, President.
10 Perserverence Ln.
Westport, MA 02790
Tel.: (617) 636-4860

Albert G. Frost Co.
Albert Frost, President.
U.S. Rte. 1
So. Portland, ME 04106
Tel.: (207) 883-4341

Snow Harbor Corp.
Allen Snow, President.
211 Water St.
Thomaston, ME 04861
Tel.: (207) 354-6154

Custom Craft Boat Co.
2805 Palma Dr.
Ventura, CA 93003
Tel.: (805) 644-2773
Robert N. Villegas, Owner.
Primary Market Areas: Southwest Pacific Coast.
Services: Boat builders and repairers.

Custom Fiberglass Mfg.
P.O. Box 160
Port Angeles, WA 98362
Tel.: (206) 457-5092
Wes or Jody Coman, Owners.
Primary Market Areas: Pacific Northwest.
Services: Custom-built fiberglass, displacement hulled boats, 37' in Length.

Dakota Creek Industries, Inc.
115 Q Ave., P.O. Box 218
Anacortes, WA 98225
Tel.: (206) 293-9575
Richard N. Nelson, President.
Primary Market Areas: National, Canada, Mexico.
Services: Construction of fishing vessels, fish process vessels, and tugboats. Repairs and conversions.

David A. Laux, Boatbuilder, Inc.
R.D.1, P.O. Box 264
Georgetown, DE 19947
Tel.: (302) 875-2917
David A. Laux, President.
Primary Market Areas: New England, Mid-Atlantic States, Great Lakes States.
Services: Custom-built aluminum boats.

Davis Boat Works, Inc.
1006 Terminal Ave.
Newport News, VA 23607
Tel.: (804) 247-0101
Travers O. Mayhew, President.
Primary Market Areas: Mid-Atlantic States.
Services: Hull and machinery repairs. Hauling capacity to 100 tons.

Delaware Marine & Manufacturing Co.
8 Columbia St.
Milford, DE 19963
Tel.: (302) 422-3371
Richard R. Taubler, President.
Parent Co.: Ocean Technology, Inc.
Primary Market Areas: National.
Services: Steel construction of tugs, barges, fishing vessels, crew boats, pilot boats, ferry boats, etc. Complete design and engineering services.

Delta Marine Industries, Inc.
1608 South 96th
Seattle, WA 98108
Tel.: (206) 763-2383
Ivor A. Jones, President.
Primary Market Areas: Worldwide.
Services: Boat building, fiberglass vessels, all types to 120 ft. Complete repair and modification facilities.

* Desco Marine, Division of Whittaker Corp.
P.O. Box 1480
St. Augustine, FL 32084
Tel.: (904) 824-4461
Telex: 56-8451 DESCO STAE
John F. Colburn, Vice President, Marketing.
Parent Co.: Whittaker Corp.
Primary Market Areas: Worldwide.
Services: Build fishing travlers of wood, from 62' to 73' in length, and fiberglass, 68' and 75' lengths. Boat repair; two marine railways.

* Diesel Shipbuilding Co.
P.O. Box 548
Atlantic Beach, FL 32233
Tel.: (904) 249-2361
James W. Coppedge, President.
Primary Market Areas: Worldwide.
Services: Builds steel tugs and trawlers.

Dillingham Shipyard Division
P.O. Box 3288, Pier 41
Honolulu, HI 96801
Tel.: (808) 848-6211
Telex: 7238607
Charles O. Swanson, Vice President and General Manager.
Parent Co.: Dillingham Corp.
Primary Market Areas: Pacific Basin.
Services: Ship drydocking and repair service; general and specialized machine shop work; electrical repair; crane, rigging and mechanical; electronic calibration; welding; sheetmetal and shipyard sandblasting.
Branches & Personnel:
Dillingham Corporation of Guam
Roger Olegario, General Manager.
P.O. Box F-N
Agana, Guam 96910
Tel.: 011-671-472-8515
Telex: 7216132

Dion's Yacht Yard, Inc.
P.O. Box 486
Kittery, ME 03904
Tel.: (207) 439-9582
Dwyn C. Martin, Advertising Manager.
Primary Market Areas: New England.
Services: Complete rebuilding and repairing of boats up to 65 ft. Installation of engines, generators, radar, etc.

* DMR Yachts, Inc.
P.O. Box 1039
Kennebunk, ME 04043
Tel.: (207) 284-4426
Dwight Raymond.
Primary Market Areas: New England, Mid-Atlantic States.
Services: Build 65 ft. fiberglass work boat.
Branches & Personnel:
Rt. 1A
Arundel, ME

Dockside Marine, Inc.
502 Garcia St., P.O. Box 1006
Port Isabel, TX 78578
Tel.: (512) 943-1241
Glenn W. Putnam, President.
Primary Market Areas: Port Isabel and Brownsville, Texas area.
Services: Mechanical marine equipment and engine repair.

Douglas Machine Works
P.O. Box 14, Hwy. 35 West
Aransas Pass, TX 78336
Tel.: (512) 758-7577
Clyde A. Douglas, President.
Primary Market Areas: National.
Services: Services offered: machine shop, repair and overhaul service, welding, fabrication, foundry, assembly.

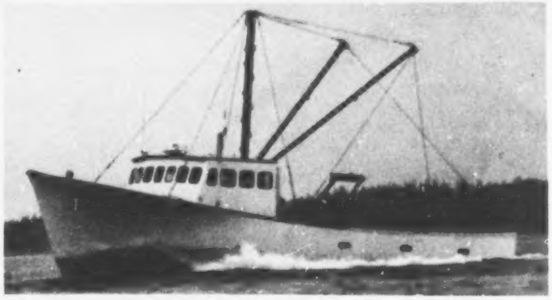
Dudleys Auto-Marine Service
Rte. 2, P.O. Box 12
Swansboro, NC 28584
Tel.: (919) 326-4587
John W. Dudley, Owner, Manager.
Primary Market Areas: Mid-Atlantic States, South Atlantic States.
Services: Marine railway with a capacity of 100 tons and 65 ft. length. Complete hull repairs to fishing vessels of this size. Build commercial wooden boats to order from 16 ft. to 50 ft. Dockage.

* Duffy and Duffy Fiberglass Boats, Inc.
Brooklin, ME 04616
Tel.: (207) 359-4600
Primary Market Areas: New England.
Services: Three hull sizes manufactured, solid fiberglass construction with hand lay-up. Boats sold in stages of completion ranging from bare hull through complete boat. Lengths 34 ft. 7 in., 41 ft., 50 ft. 2 in.

Durbeck's, Inc.
4504 28th St. W.
Bradenton, FL 33507
Tel.: (813) 755-8155
Timothy R. Donley, Vice President.
Primary Market Areas: National.
Services: Custom yacht construction and repair. Commercial fishing vessels, trawlers and sail. Custom metal fabrication in aluminum, stainless steel, and bronze. Mold and plug builders, yacht design, one-off construction.
Branches & Personnel:
Win Durbeck, President.
4504 28th St. West
Bradenton, FL 33507
Tel.: (813) 755-8155

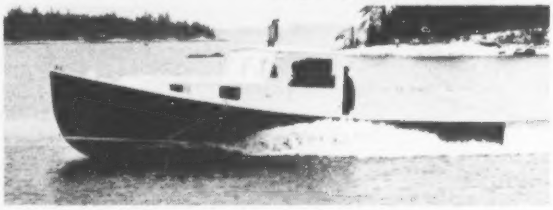
Steve Seaton, Naval Architect.
4504 28th St. W.
Bradenton, FL 33507
Tel.: (813) 725-5329

East Coast Salvage Co., Inc.
29th and Adams Ave.
Camden, NJ 08105
Tel.: (609) 966-4469
TWX 710 891 0136
E. Dobson, Sales Representative.
Primary Market Areas: New En-



50'2" x 16'3" x 5'9" design by Spencer Lincoln

41' x 13'10" x 4'2" design by Joel White, N.A.



34'4" x 11'4" x 3'

Duffy & Duffy

FIBERGLASS BOATS, INC.

Brooklin, Maine 04616

Tel. 207/359-4600 for further information

If no answer 207/374-2420

COMMERCIAL & YACHT BUILDING

2 MARINE RAILWAYS UP TO 115 FT., 250 TONS
YACHT STORAGE & REPAIRS

COMMERCIAL BOAT REPAIRS

- Hydraulic Winch Conversions
- Machining & Metal Spraying
- Propeller Repair

PARTS & SERVICE DEALERS

- MerCruiser Stern Drive
- Chrysler Gas Engines
- Detroit Diesel G.M.
- Caterpillar
- Westerbeke
- Cummins

Southwest BOAT CORPORATION

Southwest Harbor, Maine 04679
Area Code 207-244-5525

BUILDING IN STEEL & ALUMINUM

FAIRHAVEN MARINE, INC.

50 Fort Street
Fairhaven, Massachusetts
02719
Tel. (617) 996-8591

* * *

Shipyard —
Alterations & Repairs
Commercial, Fishing
Vessels, & Yachts
Up to 450 Tons
Aluminum — Fiberglass —
Steel — Wood

* * *

Marine Construction
& Salvage

* * *

President & Treasurer
William H. Potter

Vice President & General Manager
Gordon C. Linberg

Vice President & Yard Manager
Emile J. Kszystyniak

Vice President &
Assistant Treasurer
William H. Potter, Jr.

Vice President &
Construction Superintendent
Jeffrey C. Linberg

* * *

Fairhaven Marine, Inc. is located on the eastern side of the New Bedford Harbor just inside the Hurricane Barrier. Major haulout equipment consists of two railways (one at 450 tons and one at 100 tons) and a 50-ton open-end Travelift.

Inside winter storage
is available for yachts.

gland, Mid-Atlantic States, South Atlantic States, Gulf Coast States.
Services: Salvage contractor, underwater hull surveys, barge and vessel repairs, diving services.

Eastern Marine, Inc.
P.O. Box 1009, 2200 Nelson St
Panama City, FL 32401
Tel.: (904) 763-5331
Brian R. D'Isernia, Owner.
Primary Market Areas: National.
Services: Building steel fishing and oil supply vessels.

Eastern Welding, Inc.
274 Mill Rd., P.O. Box 545
Riverhead, NY 11901
Tel.: (516) 727-3576
William P. Stubelek, President.
Primary Market Areas: National.
Services: Custom fabrication of boats. Complete iron working facility. We do our own engineering.

Eli Laminates Co., Inc.
1439 Montauk Hwy.
Oakdale, NY 11769
Tel.: (516) 589-4020
Eli Jehassi, President.
Primary Market Areas: New England, Mid-Atlantic States, Great Lakes States.
Services: Manufacturer of fiberglass dinghies and sailing dinghies ranging in length from 7 ft. to 12 ft.

Energy Analysts, Inc.
1555 W. Mockingbird Ln., Ste. 208
Dallas, TX 75235
Tel.: (214) 634-9233
J. A. Kruppenbach, Vice President.
Primary Market Areas: National.
Services: Build portable metal boats.

Even Keel Marine Specialities, Inc.
U.S. Rt. 1
Yarmouth, ME 04096
Carroll B. Lowell, Vice President and Treasurer.
Primary Market Areas: New England.
Services: Boat builders, repair, design, and storage.

* Fairhaven Marine, Inc.
50 Fort St
Fairhaven, MA 02719
Tel.: (617) 996-8591
William H. Potter, President and Treasurer.
Primary Market Areas: New England.
Services: Shipyard for commercial fishing and pleasure vessels up to 45 tons or 120feet; marine construction of all types; marine salvage.

Falmouth Marine, Inc.
P.O. Box R, Scranton Ave.
Falmouth, MA 02541
Tel.: (617) 548-4600
Robert M. Ackland, General Manager.
Primary Market Areas: New England.
Services: Boat hauling up to 50 tons. Hull repair for wood and fiberglass.

Farrin's Boatshop
Sproul Rd.
Walpole, ME 04573
Tel.: (207) 563-5506
Bruce A. Farrin, Owner.
Primary Market Areas: New England.
Services: Wooden boats, commercial and pleasure. Custom finishing, fiberglass hulls. Major repairs up to 40 ft. boats.

Ferguson Industries Limited
74 Front St.
Pictou, NS BOK IHO
Tel.: (902) 485-4313
James B. Ferguson, Marketing Consultant.
Primary Market Areas: New England.
Services: New steel vessel construction, 100 to 350 ft. Specializing in fishing trawlers, scallopers, seiners, research vessels, offshore supply tugs, ferries, coastal freighters. Marine railway facilities: 1,000-ton dock, 2,000-ton dock, 3,000-ton dock.
Branches & Personnel:
Oxford Industries Limited
Jerry Prytula, Manager, Finance and Administration.
P.O. Box 540
Oxford, NS BOM IPO
Tel.: (902) 447-2543
Telex: 019-22606
TWX 019-36535

Sydney Engineering & Dry Dock Company Limited
H. Clark, Manager.
P.O. Box 100
Sydney, NS BIP 6G9
Tel.: (902) 564-4488
Telex: 019-35164

Fibersteel Corp.
Harbor & Industrial, P.O. Box 661
W Sacramento, CA 95691
Tel.: (916) 371-4874
Lou Watson, President.
Primary Market Areas: Worldwide.
Services: Ferrocement specialists.

Fishermen's Boat Shop, Inc.
1016 14th St
Everett, WA 98201
Tel.: (206) 259-0137
Dick Obritz, Administrator and Sales.
Primary Market Areas: Pacific Northwest.
Services: Vessel repair, refitting, conversion and alteration. Custom fabrication of marine equipment in aluminum, steel and fiberglass.

Flye Point Marine, Inc.
P.O. Box 13
Brooklin, ME 04616
Tel.: (207) 359-2007
Bruce F. Grindal, Manager.
Primary Market Areas: National.
Services: Manufacture fiberglass boats.

Frank L. Sample & Son
Commercial Street, P.O. Box 173
Boothbay Harbor, ME 04538
Tel.: (207) 633-3171
John P. Shevenell, President.
Parent Co.: Prosper Shevenell & Son, Inc.
Primary Market Areas: New England.
Services: Complete vessel repair and maintenance services: two marine railways with up to 500-ton hauling capability; complete woodworking, welding and machine shop facilities for wood, steel or fiberglass applications; high pressure spray cleaning, sandblasting and spray painting capability. Engine repair. Boat storage.

Fred J. Dion Yacht Yard, Inc.
23 Glendale St.
Salem, MA 01970
Tel.: (617) 744-0844
Frederick J. Atkins, Owner.
Primary Market Areas: New England.
Services: A full service yard specializing in wooden hulls.

Freeman-Howard, Inc.
P.O. Box 781
Gold Beach, OR 97444
Tel.: (503) 247-7936
Wayne Adams, General Manager.
Primary Market Areas: Pacific Northwest.
Services: Repair and fabrication of aluminum commercial fishing vessels.

Freya Boat Works
909 3rd St.
Anacortes, WA 98221
Tel.: (206) 293-6143
David L. Jackson, Boatbuilder.
Primary Market Areas: Pacific Northwest.
Services: New wooden fish boat construction. Fish boat repairs and rebuilding.

Gaspe Shipyard Inc.
787 Central Market
Montreal, PQ H4N 1J8 Canada
Tel.: (514) 382-5500
Telex: 05-826522
Pierre Coté, Director General, Shipyard.
Parent Co.: Quebec United Fishermen.
Primary Market Areas: Canada, East Coast.
Services: Boatbuilding, fixed and dragged gear fishing vessels, wood and fiberglass up to 100 feet; general repairs.
Branches & Personnel:
Gaston Portugais
Gaspe, Que G0C 1RO Canada
Tel.: (418) 368-2662
Telex: 014-43172

André Arsenault

The General Ship Repair Corp.
1449 Leey Hwy.
Baltimore, MD 21230
Tel.: (301) 752-7620
Telex: Genship Corp
Charles F. Lynch, Jr., Plant Engineer.
Primary Market Areas: Mid-Atlantic States.
Services: 1000-ton dry dock, 44' inside x 200'. All usual ship repairs, trades and shops. Wet dock 450' with 25-ton crane.

Georges River Boat Bldg. & Repair
Booker St.
Thomaston, ME 04861
Tel.: (207) 354-2465
Basil F. Day, Owner.
Primary Market Areas: New England.
Services: Build boats of wood or fiberglass, sail or power; finish fiberglass hulls, sail or power; wood masts to 100 feet plus, solid or hollow.

Gladding-Hearn Shipbuilding Corporation
1 Riverside Ave.
Somerset, MA 02725
Tel.: (617) 676-8596
Richard C. Hearn, Vice President.
Primary Market Areas: National.
Services: Designers and builders of steel worboats up to 150 ft. in length.

Glander Boats, Inc.
P.O. Box 1107
Tavernier, FL 33070
Tel.: (305) 852-9298
Harold S. Glander, President.
Primary Market Areas: South Atlantic States, Gulf Coast States.
Services: Boatbuilder. Manufacture kit to build 32 ft. to 38 ft. commercial fishing hull with deck and cap.

Glass Bay Trawlers, Inc.
P.O. Box 401
Port O'Connor, TX 77982
Tel.: (512) 983-2701
Bill R. Breshers, Owner, President.
Primary Market Areas: Gulf Coast States.
Services: Builders of fiberglass shrimp boats ranging in length from 48 ft. to 60 ft.

Glebe Point Boat Co., Inc.
Glebe Point, Box 133
Burgess, VA 22432
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States.
Services: Custom boat building using wood or wood and glass sandwiched.

Golden Era Boats, Inc.
P.O. Box 212, Marsh Rd.
Noank, CT 06340
Tel.: (203) 536-1005
Justin F. Camarata, President.
Primary Market Areas: New England, Mid-Atlantic States.
Services: Build fiberglass reproductions of traditional rowing and sailing boats, semi-production and custom, up to 30 ft.

Gulf Fiberglass Boats
P.O. Box 1926
Pascagoula, MS 39567
Tel.: (601) 474-2576 or 474-2577
Clarence C. Martin, President.
Primary Market Areas: National.

Gulf King Marine & Industrial Supply

Box 1270
Aransas Pass, TX 78336
Tel.: (512) 758-5373
W. J. Mott, Purchasing Agent.
Parent Co.: Herndon Marine Products
Primary Market Areas: Gulf Coast States.
Services: Three marine railways (125 ft.) one 50-ton hoist, diesel fuel and ice, diesel engine repair, marine supply, electronics repair.
Branches & Personnel:
Gulf King Ice & Fuel
Shellie Williams, Manager.
Conn Brown Harbor
Aransas Pass, TX 78336
Tel.: (512) 758-3275

Gulf Coast Diesel Sales
Tim Duggins, Manager.
Conn Brown Harbor
Aransas Pass, TX 78336
Tel.: (512) 758-3678

Gulf King Marine Ways
Bob Key, Manager.
Conn Brown Harbor
Aransas Pass, TX 78336
Tel.: (512) 758-5379

Gulf Traders Company

1206-A W. 19th St.
Panama City, FL 32405
Tel.: (904) 769-5414 or 769-3528
TWX 510-738-7404 GULFTRADE PACI
Joe Large, Owner, Manager.
Primary Market Areas: Worldwide.
Services: Broker and builder of commercial fishing and work boats.

H. H. Payson & Co.

Pleasant Ridge Rd.
S. Thomaston, ME 04858
Tel.: (207) 594-7587
Harold H. Payson.
Primary Market Areas: National.
Services: Completed boats: row, power or sail. Boatbuilding plans: dories, "instant boats" from 6-31 feet. $3 for study packet.

Hague Marina, Inc.

P.O. Box 835
Myrtle Beach, SC 29577
Tel.: (803) 293-2141
George D. Russ, President.
Primary Market Areas: South Carolina.
Services: Repair and maintenance on engines, hulls and equipment. Travelift and shop facilities.

Haliburton Boats Ltd.

5666 Stanley St.
Halifax, NS B3K 2G1 Canada
Tel.: (902) 454-8563
Jim A. Haliburton, Vice-president.
Parent Co.: Haliburton Welding and Supplies Limited
Primary Market Areas: National, Canada, U.K.
Services: Design and construction of commercial and pleasure vessels in steel. Sizes 30-55 feet. Subsidiary computer company provides computer aided design services which include lines fairing, complete digitally defined lines plans, water planes, buttocks and frames. In addition, the computerized true shape projection of polyconic hull plates is provided.

Halifax Industries Limited

P.O. Box 1477
Halifax, NS B3K 5H7 Canada
Tel.: (902) 423-9271
Telex: 019-22672
John C. Landry, Executive Assistant to the President.
Primary Market Areas: National, East Coast Canada.
Services: Construction of 50 meter stern trawlers, ice reinforced, and repairs of all types.
Branches & Personnel:
Halifax Shipyards
P.J. McGavney, General Manager, Ship Repair and Production.
P.O. Box 1477
Halifax, NS B3K 5H7 Canada
Tel.: (902) 423-9271
Telex: 019-23539

Dartmouth Marine Slips
J. Graham, General Manager.
P.O. Box 380
Dartmouth, NS B2Y 3Y5 Canada
Tel.: (902) 469-4311
Telex: 019-22607

Halter Marine, Inc.

10001 Lake Forest Blvd., P.O. Box 29266
New Orleans, LA
Tel.: (504) 246-8900
Telex: 6821246 HALMAR NLN
James A. Cobb, Vice President, Sales and Marketing.
Primary Market Areas: Worldwide.
Services: Design all classes of fishing boats.
Branches & Personnel:
William Lightfoot, Manager.
8216 Old Courthouse Rd.
Vienna, Va 22180
Tel.: (703) 442-8680
Telex: 824415

Jan Miller.
3601 Gilman Ave. W.
Seattle, WA 98199
Tel.: (206) 282-4620

Harbor Service, Inc

1630 Marine View Dr.
Tacoma, WA 98422
Tel.: (206) 627-3000
Joe A. Stevens, Vice President.
Primary Market Areas: Pacific Northwest.

Harley S. Cox and Sons Ltd.

P.O. Box 429
Shelburne, NS B0T 1W0 Canada
Tel.: (902) 875-2187
George A. Cox, Secretary, Treasurer.
Services: Builders of draggers, seiners and longliners in wood, 45 ft. to 100 ft. in length. Affiliated with J. H. McKay Marine Railway Ltd. in the repair of vessels up to 300 gross tons.

Harry's Boats-McKay Marine Ways

1935 Tongass Ave.
Ketchikan, AK 99901
Tel.: (907) 225-2725 or 225-3790
Harry C. Ludwigsen, President and Owner.
Parent Co.: Harry C. Ludwigsen, Inc.
Primary Market Areas: Pacific Northwest.
Services: Two covered marine railways with haulouts up to 400 tons, 115 ft. length, 12 ft. depth and 24 ft. beam. Services include: shipwights; caulkers; joiners; mechanics; certified welders, steel and aluminum; painters; sandblasting and fiberglass repairs. Marine surveys, both condition and evaluation.

Hawthorn Marine Service

P.O. Box 595
LaConner, WA 98257
Tel.: (206) 466-3522
Frank A. Hawthorn, Owner.
Primary Market Areas: National, New Zealand, Australia, Puerto Rico, Canada.
Services: Boat repair, specializing in fiberglass boat molds or molds for other marine needs.

Hidden Harbor Boat Works, Inc.

2029 Whitfield Park Ave.
Sarasota, FL 33580
Tel.: (813) 755-7533
Michael M. Kruse, Sales Manager.
Primary Market Areas: National.
Services: Custom, semi-custom sail and power boats, pleasure and commercial. Custom designs, sail and power, pleasure and commercial.

Holland's Boat Shop

259 Mill Ln.
Belfast, ME 04915
Tel.: (207) 338-3155
Glenn C. Holland.
Primary Market Areas: New England.

Horne Brothers, Inc.

2408 Harbor Rd.
Newport News, VA 23607
Tel.: (804) 380-8900
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States.
Services: All phases of boat repair, not including drydocking.

Hudson Shipbuilders, Inc.

P.O. Box Q
Pascagoula, MS 39567
Tel.: (601) 762-4626
Telex: 504-584-429
Alan McCommon, Assistant for Marketing.
Primary Market Areas: National, Arabian Gulf area.
Services: New ship contruction and above water repairs.

Hyannis Marine

Arlington St.
Hyannis, MA 02601
Tel.: (617) 775-5662
Wayne G. Kurker, President.
Parent Co.: Marine Corp.
Primary Market Areas: S.E. Massachusetts, New England
Services: 35 ton open end travel lift for hauling, all engine and hull repairs, and facilities for dockage and storage.

Hydramar, Inc.

1 Washington St.
Newport, RI 02840
Tel.: (401) 849-2429 or (401) 846-6700
Telex: 927597
Matt. M. Delaney, General Manager, Sales.
Parent Co.: Newport Shipyard
Primary Market Areas: National, Mexico, South America, Africa, Australia, New Zealand.
Services: New vessel construction. New plant and remodeling consultants.

International Marketing & Trading, Inc.

3435 N.W. 37th St.
Miami, FL 33142
Tel.: (305) 633-3028
Telex: 51-5068
Pedro L. Rodriguez, President, Sales Director.
Primary Market Areas: Southern Florida, Latin America and Caribbean.
Services: Design hydraulic fishing gear. Design and construction of 33 ft. fiberglass work boat.
Branches & Personnel:
Intramar, Inc.
Mike Marks, President.
P.O. Box 350641
Miami, FL 33142
Tel.: (305) 634-4240

American Shipbuilding & Design, Inc.
Jorge-Martin Lavielle, President.
3620 N.W. 48 St.
Miami, FL 33142
Tel.: (305) 633-3028 or 634-4240
Telex: 51-5068

Irish Boat Shop, Inc.

Stover Rd.
Charlevoix, MI 49720
Tel.: (616) 547-9967
Clifford D. Biddick, Vice President.
Primary Market Areas: Great Lakes States.
Services: Repair facilities for vessels to 75 ft.
Branches & Personnel:
Richard S. Babcock, Vice President.
400 Bay St.
Harbor Springs, MI
Tel.: (616) 526-6226

Richard Irving, Boatbuilder

Martin Point
Friendship, ME
Tel.: (207) 832-7042
Richard E. Irving, Owner, Manager.
Primary Market Areas: National.
Services: Build welded aluminum vessels to 45 ft. L.O.A.

Jakobson Shipyard, Inc.

West End Ave.
Oyster Bay, NY 11771
Tel.: (516) 922-4500
George Hossfeld, Jr., President.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States.
Services: Ship construction to 150

ft. in steel; 2 launching ways; ship repair, all capability; barge repair, all capability; dry dock, capacity 1500 tons.

James K. Walker Marine, Inc.

P.O. Box 4
Pascagoula, MS 39567
Tel.: (601) 475-6305
Gerald G. Purdy, Vice President
Primary Market Areas: National.
Services: Builder and repairer of clam boats, king crab boats, scallop boats, tuna pursers.

John M. Williams Co.

Hall Quarry
Mount Desert, ME 04660
Tel.: (207) 244-7854
John M. Williams, President
Primary Market Areas: National.
Services: Building commercial workboats to 44 ft., hauling, launching, storing up to 65 ft., and all types of maintenence and repair. Thirty-ton travel lift.

J. Ervin Jones, Boatbuilder

Murray Hill Rd., P.O. Box 37
East Boothbay, ME 04544
Tel.: (207) 633-2824
J. Ervin Jones, Owner
Primary Market Areas: New England.
Services: Building of wooden boats, commercial or pleasure, for power or sail up to 50'. Also, finishing of fiberglass hulls and the repair of wooden boats.

Jones-Goodell Corp.

1690 Marine View Dr.
Tacoma, WA 98422
Tel.: (206) 272-1212
Primary Market Areas: National.
Services: Boat builders and repairers.

Kingman Marine, Inc.

Shipyard Ln.
Cataumet, MA 02534
Tel.: (617) 563-7136
Alan C. Kenney, Service Manager
Primary Market Areas: New England.
Services: Boat repairing and servicing.

Kobasic Marine, Inc.

401 N. Lincoln Rd.
Escanaba, MI 49829
Tel.: (906) 786-7120
Daniel J. Kobasic, Owner
Primary Market Areas: New England, Mid-Atlantic States, Great Lakes States.
Services: Build & repair all types steel vessels, specializing in fish boats, work boats, barges.

Kopel's Marina of Maryland, Inc.

Rt. 242
Colton's Point, MD 20626
Tel.: (301) 769-3121
Carl V. Kopel, Vice President
Primary Market Areas: Mid-Atlantic States.
Services: Custom wooden boat builder and designer. Also all types of repair and remodeling.

Lake Union Drydock Co.

1515 Fairview E.
Seattle, WA 98102
Tel.: (206) 323-6400
Neil Leach, Plant Superintendant
Primary Market Areas: Pacific Northwest.
Services: Ship repair and conversion. Drydocking to 3,600 tons. Shops in all shipyard trades. Stock heavy timbers.

Lancer Yachts

1939 Deere Ave.
Irvine, CA
Tel.: (714) 751-7220
Primary Market Areas: National.
Services: Boatbuilder.

Landis Battery Co.

604 Robinson Ave.
Atlantic City, NJ 08401
Tel.: (609) 344-3113
Thomas L. Allandar, Division Manager
Parent Co.: Lancaster Battery Co., Inc.
Primary Market Areas: Mid-Atlantic States.

Lash Bros. Boatyard, Inc.

Friendship, ME 04547
Tel.: (207) 832-7048
Winfield C. Lash, President
Primary Market Areas: New England, Mid-Atlantic States.
Services: Builders of custom wood boats; repair of wood boats.

Lee S. Wilbur & Co.

Seawall Rd.
Manset, ME 04656
Tel.: (207) 244-5000
Lee S. Wilbur, President, Owner
Primary Market Areas: National.
Services: Boatbuilding, repair and design services.

* LeGay Fiberglass Limited

P.O. Box 117
Waverley, NS B0N 2S0 Canada
Tel.: (902) 861-3435
Gordon A. Kyle, Managing Director
Primary Market Areas: New England, Mid-Atlantic States, Eastern Canada.
Services: All cosmetic and structural FRP boat repairs. Construction of 37 ft. and 41 ft. Cape Island-style sandwich construction boat hulls.
Branches & Personnel:
Brailsford Associates
Paul Brailsford, Principal
P.O. Box 309
Ipswich, MA 01938
Tel.: (617) 356-4585
Telex: 92-3340

Legnos Boat Building Co., Inc.

973 North Rd., Rt. 17
Groton, CT 06340
Tel.: (203) 446-8058
Peter J. Legnos, President
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Great Lakes States.
Services: Designer and boat builder.

Lewes Boat Yard

Pilottown Rd.
Lewes, DE 19958
Tel.: (302) 645-9635
John L. Stubbs, Owner
Primary Market Areas: Mid-Atlantic States.
Services: General boat repair, travelift service, rail service for hauling boats, boat storage and slips.

Lindsey Boat Works

10650 N.W. South River Dr.
Miami, FL 33178
Tel.: (305) 558-1131
Willard A. Burpee, President
Primary Market Areas: South Atlantic States, Gulf Coast States, Latin America, Caribbean and Bahamas.
Services: Builders of commercial boats for fishing, freight, crew, shrimp, long line, trawl, etc.

Little Hoquiam Boat Shop, Inc.

119 Endresen Rd.
Hoquiam, WA 98550
Tel.: (206) 533-0111
Howard I. Moe, President
Primary Market Areas: Southwest Pacific Coast, Pacific Northwest.
Services: Build fiberglass boats, 26-75 ft., work boats, patrol vessels, fishing boats, charter boats, and motor yachts.

Long Point Marine, Inc.

P.O. Box 297, 553 Washington St.
Duxbury, MA 02332
Tel.: (617) 934-5302
Lawrence A. Estes, Vice President
Primary Market Areas: New England.
Services: Boat yard, storage and maintenance.

Lunenburg Foundry & Engineering Ltd.

P.O. Box 1240
Lunenburg, NS B0J 2C0 Canada
Tel.: (902) 634-8827
Telex: 019-21509
Lloyd W. Conrad
Primary Market Areas: Mail, U.S. and Canada.
Services: Wood and steel ship repairs. Steel shipbuilding.

Lyman Industries

1615 First St.
Sandusky, OH 44870
Tel.: (419) 625-4753
Bob G. Thrash, Manager
Primary Market Areas: National.
Services: Builders of 19-30 foot boats.

Lyman-Morse Boatbuilding Co., Inc.

Water St.
Thomaston, ME 04861
Tel.: (207) 354-6303
Cabot Lyman, President
Primary Market Areas: National.
Services: Custom boatbuilding in wood or fiberglass, any type of boat. Presently doing sail (44 feet) but open to all types. Have done fishing vessels in the past.

MacDougalls' Cape Cod Marine Service, Inc.

P.O. Drawer K, Falmouth Heights Rd.
Falmouth, MA 02541
Tel.: (617) 548-3146
Allan F. Robbins, Yard Superintendent.
Parent Co.: Ocean Research Equipment, Inc.
Primary Market Areas: New England.
Services: Carpentry shop, all phases of repair, custom rigging, sail loft, canvas shop, electrical shop, machine shop, paint department.

Maine Shipwrights

P.O. Box 202
Kittery Point, ME 03905
Tel.: (207) 439-4973
Langford Warren, Owner
Primary Market Areas: National.
Services: Complete boat repair, two railways, machine shop, mechanic, woodworking shop, welding, hull work, joiner work.

Mako Marina

117 Hudson Ave.
Freeport, NY 11520
Tel.: (516) 378-7331
Roy K. Flood, President
Parent Co.: Charon Marine Industries, Inc.
Primary Market Areas: New England, Mid-Atlantic States.
Services: 60-ton lift service, general ship repairs.

Manson Boat Works, Inc.

68 Bridge Rd.
Salisbury, MA 01950
Tel.: (617) 462-2362
Arthur C. Manson, President
Primary Market Areas: Worldwide.

Marben Marine

25028 Pacific Hwy. S.
Kent, WA 98031
Tel.: (206) 839-0222
Roy R. Toland, President.
Parent Co.: Roy Toland, Inc.
Primary Market Areas: Southwest Pacific Coast, Pacific Northwest.
Services: Construction of fiberglass commercial fishing boats, trollers, gillnetters, combination boats and skiffs.

MARCO SEATTLE

2300 West Commodore Way/P.O. Box 7253
Seattle, WA 98199
Tel.: (206) 285-3200
Telex: 32-0098
Robert F. Allen, Executive Vice President and General Manager.
Primary Market Areas: Worldwide.
Services: Complete naval architecture and engineering services are available, along with boat building and repair in steel, aluminum, and

wood.
Branches & Personnel:
Nick's Hydraulics
Mr. Harold Nicholas
136 North Shore Rd.
Rio Grande, NJ 08242
Tel.: (609) 465-4811

Atlantic Gulf Supply
Mr. Bob Flanagan
2335 Port St.
New Orleans, LA 70117
Tel.: (504) 945-2139

Trawler Power, Inc.
Mr. Chris Norgaard
300 Valley St.
Sausalito, CA 94915
Tel.: (415) 332-2840

National Pump & Injector
Mr. Guy Bruni
2307 East Belt St.
San Diego, CA 92113
Tel.: (714) 232-0831

Scandia Propeller
Mr. Gunnar Gundersen
2 Union St.
Fairhaven, MA 02719
Tel.: (617) 997-1207

Activation, Inc.
Mr. Jim Ferguson
P.O. Box 7253
Mobile, AL 36607
Tel.: (205) 479-6544

Marine Commercial Systems, Inc.

Mill St.
East Rochester, NH 03867
Tel.: (603) 332-0834
Thomas M. Coswell, Project Manager.
Parent Co.: Mariner Yachts, Inc.
Primary Market Areas: National.
Services: Production hulls with custom deck layouts for work boats in the 42-foot range. Quality materials and superior workmanship create a structurally durable vessel which can withstand the North Atlantic waters all year and provide decades of reliable service.

Marine Industrie Limitée

B.P. 550
Sorel, PQ J3P 5P5 Canada
Tel.: (514) 743-3351
Telex: 055-61081
M.J. Waters, Marketing & Technical Director, Engineering.
Primary Market Areas: National, Canada, Mexico, Cuba, Europe, Africa, South America.
Services: Standard design of fishing vessel and trawler seiners. Construction of any fishing vessel type.

Marine Industries Northwest, Inc.

P.O. Box 1833
Tacoma, WA 98401
Tel.: (206) 627-9136
Don A. Slater, President and General Manager.
Primary Market Areas: Pacific Northwest.
Services: New construction up to 260 ft. Repair and conversion on any size.

Marine Sales Co.

324 Littlefield Ave.
South San Francisco, CA 94080
Tel.: (415) 871-2290
John N. Sofilos, President.
Parent Co.: S & G Marine Distributors
Primary Market Areas: Southwest Pacific Coast, Pacific Northwest, Australia.
Services: Aluminum and stainless steel fabrications; custom building of aluminum boats.

Marine Sanitation Specialists

1900 No. Northlake Way
Seattle, WA 98103
Tel.: (206) 633-1110
Dennis Massoth, Owner.
Primary Market Areas: Southwest Pacific Coast, Pacific Northwest, British Columbia, Canada.
Services: Consulting, estimating, selling, installing and servicing marine sanitation sewage systems. All parts required for do-it-yourself installations.

Marine Systems, Inc.

482 Gooseberry Rd., P.O. Box 129
Wakefield, RI 02880
Tel.: (401) 789-7189
Michael A. Waldman, Vice President.
Primary Market Areas: Mid-Atlantic States.
Services: Building and repairing in wood, steel, and aluminum. Hydraulic installation and repair. 500 ft. of fixed pier, 1600 ft. of floatings docks, bulkhead, and crane service.

Marine Technical Assistance Group

1240 Rubenstein Ave.
Cardiff-by-the-Sea, CA 92007
Tel.: (714) 753-1847 or 453-2020
William 'Skip' H. Price, Owner.
Primary Market Areas: Worldwide.
Services: Marine science prototype and specialty equipment. Design consultation, engineering and fabrication. Vessel charters, boat service and diving services. Vessel outfitters, marine surveyors, vessel deliveries anywhere in the world, with U.S.C.G. licensed captains and crews. Vessel management and maintenance, refinishing. Physical science and biological field technicians. Ecological consultant.
Branches & Personnel:
W.H. "Skip" Price, Owner.
11689 K Sorrento Vly. Rd.
San Diego, CA 92121
Tel.: (714) 453-2020

Marine Technical Services

2218 Marine View Dr.
Tacoma, WA 99422
Tel.: (206) 572-4232
John C. Charters, Vice President.
Primary Market Areas: Southwest Pacific Coast, Pacific Northwest.
Services: Building of airex/fiberglass (RFG) commercial fishing vessels, 28 ft. to 76 ft., displacement and semi-displacement hulls. Two sail-assisted fishing vessels.
Branches & Personnel:
Pacific Ocean Ind.
Doug Schmitt, President.
5224 12th St. E.
Fife, WA 98424
Tel.: (206) 922-5409

Maritime Boat Brokerage
2940 Westlake N.
Seattle, WA 98109

Commercial Boats Unlimited
2144 Westlake Ave., Suites E & F
Seattle, WA 98109

Mariner Commercial Systems

On the Salmon Falls River
East Rochester, NH 03867
Tel.: (603) 332-0834
Michael W. Spark, Sales Manager.
Parent Co.: Mariner Yacht Company, Inc.
Primary Market Areas: National.
Services: Build a 42 ft. workboat in a dragger or lobster model. Will customize to suit particular needs.

Marr Enterprises

Rt. 1, P.O. Box 485-S
Slidell, LA 70458
Tel.: (504) 288-9960
Chas. C. Marr, Owner.
Primary Market Areas: Gulf Coast States, Central America.
Services: Boat building, hulls to 55 ft. to any stage of completion. One-off fiberglass. Ice boxes, cored pilot houses and decks. Custom building, alterations, and repairs.

Master Marine Construction, Inc.

P.O. Box 3328, 200 Naco Rd.
Ft. Pierce, FL 33454
Tel.: (305) 465-1516
Gus W. Lennard, President.
Primary Market Areas: South Atlantic States.
Services: Manufacture "Gulfstream 57," a 57 ft. x 18 ft. 6 in. fiberglass boat with a hard chine and planing hull. Also do fiberglass repairs, finish bare hulls and do miscellaneous marine repairs and construction.

Maxon Marine Industries, Inc.

South Boundary St., P.O. Box 349
Tell City, IN 47586
Tel.: (812) 547-2341
Ralph W. Emerson, Vice President, General Manager.
Primary Market Areas: National.
Services: Build decks, hopper, tanks, docks, self-unloading barges, towboats, dredges, all types of marine equipment, repairers of marine equipment.

Mayer & Associates Marine Surveyors

4091 St. Paul Blvd.
Rochester, NY 14617
Tel.: (716) 266-7508
Edward E. Mayer.
Primary Market Areas: Great Lakes States.

McDermott Shipyard Group

P.O. Box 60035
New Orleans, LA 70160
Tel.: (504) 587-5762
Telex: 587412
F. W. Finger, Sales Manager.
Parent Co.: J. Ray McDermott & Co., Inc.
Primary Market Areas: Worldwide.
Services: Shipbuilding (steel hulls) all types from 110 ft. to 400 ft. Ship repairs, five drydocks 1600 ton to 5000 ton. Complete machine shop and propeller repair facilities.
Branches & Personnel:
F. San Miguel, Senior Division Manager.
P.O. Box 588
Amelia, LA 70340
Tel.: (504) 631-2561

V. E. Gibson, Division Manager.
P.O. Box 128
New Iberia, LA 70560
Tel.: (318) 365-8121

G. Newchurch, Division Manager.
P.O. Box 2249, General Mail Facility
Gulfport, MS 39503
Tel.: (601) 863-5691

Merritt Ship Co.

321 Embarcadero
Oakland, CA 94606
Tel.: (415) 893-7020
R.G. Hartsock, General Manager.
Parent Co.: Crowley Maritime Corp.
Services: Complete ship and barge repair and conversion facility with drydocks, cranes, equipment and trained shipyard metal trades personnel.

Mi Prop, Inc.

2051 N.W. 11 St.
Miami, FL 33125
Tel.: (305) 642-6291
Wilbur L. Tabbutt, Vice President.
Primary Market Areas: South Atlantic States.

Miami Propeller Company

2051 N.W. 11th St.
Miami, FL 33125
Tel.: (305) 643-1336
Telex: ALL MAR 515716
Jim F. Baur, President.
Primary Market Areas: South Atlantic States, Latin America and the Carribbean Islands.
Services: Propeller reconditioning to 12 ft. diameter. Machine shop (custom marine).
Branches & Personnel:
General Propeller Company
George Rauch, President.
1415 Ninth Ave. East
Bradenton, FL 33508
Tel.: (813) 748-1527

Mid Coast Marine, Inc.

P.O. Box 692
Coos Bay, OR 97420
Tel.: (503) 269-5101
Jack L. Wilskey.
Parent Co.: Continental Marine
Primary Market Areas: Pacific Northwest, Mexico, Japan, Southeast Asia.
Services: Boat building to 100 ft.

Boat repair to 80 ft. Mechanical engineer and naval architect. Hydraulic deck machinery.

Mississippi Marine Corp.

P.O. Box 539, Harbor Front Industrial Park
Greenville, MS 38701
Tel.: (601) 332-5457
D. John Nichols, President
Primary Market Areas: Mississippi
Services: Inland and offshore steel construction, including fishing vessels up to 150 ft.

Moon Shipyard & Repair Corporation

P.O. Box 786
Norfolk, VA 23501
Tel.: (804) 622-4661
George C. Lyon, Jr., President
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States.
Services: General shipyard services, hull cleaning and painting, carpentry, metalwork, machining, conversions, repowering and mechanical repairs.
Branches & Personnel:
Thomas L. Ackiss, Vice President
P.O. Box 786
Norfolk, VA 23501
Tel.: (804) 622-4661

Wayne G. O'Leary, Marine Superintendent
P.O. Box 786
Norfolk, VA 23501
Tel.: (804) 622-4661

Mooney Marine, Inc.

Rt. 33, P.O. Box 280
Deltaville, VA 23043
Tel.: (804) 776-6392
Paul J. Mooney, President
Primary Market Areas: National
Services: Boatbuilding in steel up to 65 ft., 50 tons.

Morgan Yacht

7200 Bryan Dairy Rd.
Largo, FL 33543
Tel.: (813) 393-6866
Telex: 523467
Douglas G. Franzese, Vice President, Design, Development
Parent Co.: Beatrice Foods
Primary Market Areas: National, Germany, England, Italy, Spain, Greece, Mexico.
Services: Designers and manufacturers of production fiberglass sailing yachts, 32 ft.-65 ft., and custom, commercial boats.

Morris Whaley, Inc.

2605 Faivre St.
Chula Vista, CA 92011
Tel.: (714) 423-4053
Telex: 181 780
Faustino J. Medina, General Manager
Primary Market Areas: National, Mexico, Japan, France, Spain, Panama, Peru, Canada, New Zealand, South Africa.
Services: General tuna boat repairs and fabrication in steel and aluminum.
Branches & Personnel:
American Boat & Ship Repair
John Mournian, General Manager
2605 Faivre St.
Chula Vista, CA 92011
Tel.: (714) 423-4053 or 429-9191
Telex: 181 780

Muscongus Marina and Building

Muscongus Rd.
Medomak, ME 04551
Tel.: (207) 529-5357
Nelson W., Webber and Helen E. Webber, Owners
Primary Market Areas: New England, Mid-Atlantic States.
Services: Builders and repairers of wooden boats, engine repair and equipment rental.

N & R Marine Services

Port Mansfield Sta.
Port Mansfield, TX 78598
Tel.: (512) 944-2379
Noe Loya, Owner
Primary Market Areas: Gulf Coast States.
Services: Builder of trawlers and other vessels to 75 ft. length; builder of barges to 350 ft. length; boat repairs of all kinds to 75 ft. length; painting and maintenance; 200 ton railway.

North Sydney Marine Railway Company Limited

255 Commercial St., P.O. Box 400
North Sydney, NS B2A 3M4 Canada
Tel.: (902) 794-4791
Telex: 019-35152 MARTELLS
Philip R. Murray, Manager
Primary Market Areas: Nova Scotia.
Services: Boat builders and repairers. Scows, car-passenger ferries, and specific purpose barges. Refitting and conversion of wooden and steel vessels.

Norlantic Diesel, Inc.

Union Wharf, P.O. Box 151
Fairhaven, MA 02719
Tel.: (617) 993-2631
Eivind H. Strand, President, Treasurer
Primary Market Areas: New England.
Services: Drydocking of vessels up to 500 tons; hull and engine repairs and installation; wood and steel hulls repaired; complete machine shop.

North American Fiberglass Corp.

P.O. Drawer L
Greenville, NC 27834
Tel.: (919) 758-9901
Kermit D. Fidler, General Manager
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Great Lakes States.
Services: Manufacturer of commercial fishing boats ranging in size from 17 ft. to 23 ft.

North Bend Fabrication & Machine, Inc.

P.O. Box 744
North Bend, OR 97459
Tel.: (503) 756-5031
J. Michael Schaer, President
Primary Market Areas: Pacific Northwest.
Services: Complete metal fabrication and complete machine shop for repair or new construction. Hydraulic system design.

Northeast Boat Company, Inc.

Oceanville Rd.
Stonington, ME 04681
Tel.: (207) 367-5541
Ronald G. Watson, President
Primary Market Areas: National, Canada.
Services: Build heavy-displacement fiberglass fishing vessels; stock boat, Northeast 54. Custom builder of fiberglass vessels to 80 feet.

Northwest Boat Yard

1871 Ross Ave.
Marysville, WA 98276
Tel.: (206) 259-4569
Ben J. Hall, Owner
Primary Market Areas: Pacific Northwest.
Branches & Personnel:
O.E. Spear, Manager

Norton's Shipyard & Marina, Inc.

Ft. of Division St., P.O. Box 106
East Greenwich, RI 02818
Tel.: (401) 884-8828 or 884-8770
Ted Wise, Yard Foreman
Primary Market Areas: Rhode Island.
Services: Complete ship and boat repairs, carpentry, fiberglass, electrical, rigging, 100 ton railway, 20 ton travelift.

Ocean Oil International Engineering Corporation

3019 Mercedes Blvd.
New Orleans, LA 70114
Tel.: (504) 367-4072
Hector V. Pazos, President /Owner
Primary Market Areas: National, All countries in Europe, S. America, Mexico, Canada, Japan, Africa.
Services: Ship design, ship conversions, barges and workboats, offshore design, marine salvage, shipyard design, feasibility reports, admiralty law expertise, consultants, field assistance, project management.
Branches & Personnel:
P & J Seafood, Inc.
Hector V. Pazos, President
3019 Mercedes Blvd.
New Orleans, LA 70114
Tel.: (504) 831-3593

Oceanjet

522 Queenanne Rd.
Paso Robles, CA 93446
Tel.: (805) 238-6218
Ted Nash, President
Primary Market Areas: National, Europe and Japan.
Services: Marine Agent for: 1. Kanemasa Shirasu, President, Sea Affairs, Inc., 17-34 Komachi 2-chome, Kamakura-shi, Kanagawa-ken, Japan 2. John Fryer, President, Allen and Simmonds Ltd., Marine Engineering, Thames Side, Reading, England 54471.

Ocran Boat Shop

P.O. Box 783
White Stone, VA 22578
Tel.: (804) 435-6305
Frederick H. Ajootian, Owner
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States.
Services: Custom wooden boatbuilding, pleasure and work boats; hollow and solid wooden spars; engine installation; wood and fiberglass repairs; hauling and painting.

Offshore Marine Enterprise, Inc.

238 Sunset Dr. S.
St. Petersburg, FL 33707
Tel.: (813) 345-7695
Douglas J. Reddy, President
Parent Co.: Florida Corp.
Primary Market Areas: Gulf Coast States.
Services: Design and building of specialized fishing boats, longline gear, etc. Management of longline and bottom fishing boats.

Offshore Shipbuilding, Inc.

Stokeslanding Rd., P.O. Box 447
Palatka, FL 32077
Henry Hostrup, Manager
Primary Market Areas: South Atlantic States.
Services: Complete design and building services for steel fishing boats, tugs, barges, pilot boats, ferry boats and utility supply boats. Also have railway for hauling up to 6 ft. draft hulls.

Offshore Trawlers, Inc.

P.O. Box 432
Bayou La Batre, AL 36509
Tel.: (205) 824-4136
John C. Graham, President
Parent Co.: John E. Graham & Sons
Primary Market Areas: Gulf Coast States.
Services: Specialize in building offshore oil field utility vessels of steel construction, ranging from 96 x 24 feet to 110 x 26 feet. Have also built steel hull shrimp boats.

Olympic Prefabricators, Inc.

P.O. Box 33686
Seattle, WA 98133
Tel.: (206) 784-9111
Telex: 32-1242
Donald G. Peterson, Sales Engineer
Primary Market Areas: National.
Services: Designers and fabricators of processing plants and equipment, cold storage plants, crew facilities, steel buildings and vessels.

Omni Fabricators, Inc.

P.O. Box 2784
Corpus Christi, TX 78403
Tel.: (512) 883-2690
Ted Cretin, General Manager.
Parent Co.: Total Marine Services, Inc.
Primary Market Areas: Gulf Coast States.
Services: Marine fabrication of all types, deck barges, tank barges, inland and sea going vessels. All types of vessel repairs.

Omni Fabricators, Inc., Port Brownsville Div.

P.O. Box 3008
Brownsville, TX 78520
Tel.: (512) 831-9333
Thomas F. Daley, General Yard Manager.
Parent Co.: Omni Fabricators, Inc.
Primary Market Areas: National.
Services: Boatbuilder, barge builder, repairs, alteration and/or conversions on ships, boats, and barges.

Osmond's Boat Shop

P.O. Box 101
Beals, ME 04611
Tel.: (207) 497-5993
Osmond M. Beal, Owner.
Primary Market Areas: New England.
Services: Build wooden lobster boats.

Outer Reef Marine

P.O. Box 1865
Bradenton, FL 33506
Tel.: (813) 722-8963
Carol T. Thompson, Sales Manager.
Primary Market Areas: National.
Services: Custom and semi-custom fiberglass vessels (commercial and pleasure); builder of fiberglass production molds.

P&S Marine Builders & Repair Co.

Rte. 3, P.O. Box 747
Theodore, AL 36582
Tel.: (205) 653-9313
Charles E. (Bud) Smith, Jr., Vice President.
Primary Market Areas: Gulf Coast States.
Services: New construction of steel fish/combo boats to 85 feet, drydock facilities, machine shop, diesel engine repair shop, conversion.

Pacific Dry Dock & Repair Co.

1441 Embarcadero
Oakland, CA 94606
Tel.: (415) 893-4020
R. G. Hartsock, General Manager.
Parent Co.: Crowley Maritime Corp.
Primary Market Areas: Southwest Pacific Coast.
Services: Complete boat repair and conversion facility.

Passamaquoddy Yacht Co.

Quoddy Village
Eastport, ME 04631
Tel.: (207) 853-2826
George S. Harris, Owner.
Primary Market Areas: National, Canada.
Services: Building and repairing of fiberglass boats.

Patti Industries, Inc.

501 S. "A" St.,
Pensacola, FL 32501
Tel.: (904) 434-2972
Frank Patti, Owner, President.
Primary Market Areas: National.
Services: Patti Industries, Inc. custom builds fishing vessels, support vessels, push boats and tugboats.

Payne & Franklin, Inc.

31 Hazard Ave.
North Kingstown, RI 02852
Tel.: (401) 295-5149
John J. Franklin, General Manager.
Primary Market Areas: New England, Mid-Atlantic States.
Services: Design and construction of welded aluminum boats to 45 ft. LOA. Inboard or outboard, sail or power.

Peacock Boat Co., Inc.

522 N. Flint Ave.
Wilmington, CA 90744
Tel.: (213) 830-0310
Jay E. Peacock, President.
Primary Market Areas: Southwest Pacific Coast, Pacific Northwest.
Services: Build steel fishing boats from 50 ft. to 150 ft.

Peninsular Marine Enterprises

P.O. Box 2251, 7 Peninsular Ave.
Key West, FL 33040
Tel.: (305) 294-5488
Parent Co.: Ming Seafood
Primary Market Areas: FL.
Services: Builders of 53-foot fiberglass fishing vessels, custom built of hand-laid, molded fiberglass. Choice of single or twin-engine installation. Three molded cabin layouts with choice of low or high profile. Yard services include 50-ton marine travel lift.
Branches & Personnel:
Broad Marine
310 Franklin St.
Boston, MA 02110
Tel.: (617) 423-3544

Penobscot Boat Works, Inc.

Sea St.
Rockport, ME 04856
Tel.: (207) 236-2761
Robert Pieri, General Manager.
Primary Market Areas: New England.
Services: Custom boat builders of wood and wood epoxy boats up to 50' and finishers of fiberglass hulls made elsewhere. Also will undertake major repair work and limited winter storage.

Peterson Builders, Inc.

101 Pennsylvania St., P.O. Box 47
Sturgeon Bay, WI 54235
Tel.: (414) 743-5577
Telex: 26-3423
Ellsworth L. Peterson, President.
Primary Market Areas: Worldwide.
Services: Shipbuilding and repair.

Malcolm L. Pettegrow

P.O. Box 1169
Southwest Harbor, ME 04679
Tel.: (207) 244-5082
Malcolm "Mac" L. Pettegrow
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Southwest Pacific Coast, Pacific Northwest.
Services: Custom finish fiberglass hulls.

Phillyship

P.O. Box 1286
Philadelphia, PA 19105
Tel.: (215) 271-7400
Telex: 83-4627
Joel H. van Diepen, President
Parent Co.: Philadelphia Ship Maintenance Company, Inc.
Primary Market Areas: National, Belgium, Denmark, Greece, Italy, Netherlands, Norway, Sweden, United Kingdom and West Germany.
Services: Ship and engine repairs for ocean-going vessels.
Branches & Personnel:
Robert E. Christoverson, Vice President, Marketing
25 Broadway
New York, NY 10004
Tel.: (212) 422-7440

Richard E. Gayle, Sales Representative
World Trade Center, Suite 1622
Baltimore, MD 21202
Tel.: (301) 962-1141

American Bank Building, Suite 2201
New Orleans, LA 70130
Tel.: (504) 524-3134

Pickerell Boats, Inc.

P.O. 598
Water Mill, Long Island, NY 11976
Tel.: (516) 283-7181
Howard Pickerell, President.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Great Lakes States.
Services: Inshore work boats, 14-40 Ft. Glass over wood construction, specializing in V and flat bottom garveys and sharpies. Each boat is custom built.

Plymouth Marine, Inc.

14 Union St.
Plymouth, MA 02360
Tel.: (617) 746-4500
William Montalto, Vice President, General Manager.
Primary Market Areas: New England.
Services: Hauling and repairs of vessels up to 60 tons.

Port Allen Marine Services, Inc.

P.O. Box 108
Port Allen, LA 70767
Tel.: (504) 749-3181
Walter W. Rody, President.
Parent Co.: Midland Enterprise, Inc.
Primary Market Areas: National.
Services: Barges built and repaired; rendered gas free and cleaned. Repairs of boats, machinery and underwater gear. Sandblasting and painting. Five drydocks ranging from 500 to 2,500 tons. Machine shop.

Prairie Boat Works, Inc.

4620-122nd Ave. N.
Clearwater, FL 33520
Tel.: (813) 576-2761
Carl Doubledee, Sales Manager.
Primary Market Areas: National, Middle East, England, Africa, South America.
Services: Build custom commercial fishing boats on stock fiberglass hulls 29 ft.-46 ft. Do custom boats from hull up. All hulls designed by J. B. Hargrave, N. A.

Privateer Mfg. Co., Inc.

P.O. Box 69
Chocowinity, NC 27817
Tel.: (919) 946-7772
N. Warren Wilkerson, Jr., President.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States.
Services: Build fiberglass commercial workboats with outboard, inboard/outboard, and soon inboard power options in an 18, 20 and 24 ft. models in both an open and cabin version.

Quality Marine, Inc.

315 Powell Ave.
Bayou La Batre, AL 36509
Tel.: (205) 432-8184
Telex: 50-5553
John L. Howard, President.
Primary Market Areas: New England, South Atlantic States, Gulf Coast States, Pacific Northwest, Nigeria and Mexico.
Services: Build new steel hull vessels for fishing or utility services from 75 ft. to 100 ft. Haul out and sandblast, paint or repair vessels up to 100 ft.

Quality Shipbuilders, Inc.

P.O. Box 704
Moss Point, MS 39563
Tel.: (601) 475-6758
Carl E. Parden, President.
Primary Market Areas: National.
Services: Construction of offshore service, utility boats, king crabbers, trawlers, processors, shrimp and menhaden boats.

Quality Shipyards, Inc.

P.O. Box 1817
Houma, LA 70360
Tel.: (504) 876-4846
Max G. Harding, President.
Parent Co.: Houston Natural Gas
Primary Market Areas: Mid-Atlantic States, Gulf Coast States.
Services: All vessels have been ABS and U.S.C.G. approved. Length 95 ft. to 215 ft., horsepower 1800-9000.

R. Reisner & Associates

1500 E. Galer Seattle
Seattle, WA 98112
Tel.: (206) 323-3822
Ron Reisner, Owner.
Primary Market Areas: Pacific Northwest.

R W Marine

15335 N.E. 92nd St.
Redmond, WA 980[illegible]
Tel.: (206) 454-015[illegible]
Robert W. Preus, Owner
Primary Market Areas: Pacific Northwest.
Services: We manufacture plywood commercial fishing skiffs from 15 to 28 feet long. We do repairs on any type of wood construction on location.

Ray Marine Distributing Co./Olympic Boats

3506 Stoneway W.
Seattle, WA 98103
Tel.: (206) 633-1155
Ray D. Calvin, Vice President.
Parent Co.: Ray Marine
Primary Market Areas: Southwest Pacific Coast, Pacific Northwest.
Services: Building of fiberglass fishing boats from 18-26 feet.

Reinforced Plastics Co.

P.O. Box 602
Gouldsboro, ME 04607
Tel.: (207) 546-2220
Harold W. Lothrop, President.
Primary Market Areas: New England.

Rhode Island Marine Services, Inc.

P.O. Box 209
Wakefield, RI 02880
Tel.: (401) 789-3023
Walter C. Beckmann, President.
Parent Co.: U.S. Yacht Charters, Inc.
Primary Market Areas: New England.
Services: Shipbuilding, repair, and conversions in steel, aluminum, fiberglass, W.E.S.T., and wood epoxy. Three marine railways up to 400 tons. Welding, millwork, carpenter and machine shops.

Richmond Boat Works, Inc.

616 W. Cutting Blvd.
Richmond, CA 94804
Tel.: (415) 232-5800
Quentin T. Lewton, Owner.
Primary Market Areas: San Francisco Bay.
Services: All repairs.

Riverside Marina, Inc.

Norman Ave., P.O. Box 39
Riverside, NJ 08075
Tel.: (609) 461-1724
Dave Wrigley, Vice President.
Primary Market Areas: Mid-Atlantic States.
Services: Repairs and overhauls on small commercial vessels. Hauling capabilities up to 35 ton, 53 ft. Do welding, sandblasting, painting, and repowering.

Rivtow Shipyards Ltd.

2724 S.E. Marine Dr.
Vancouver, BC V6B 4E2 Canada
Tel.: (604) 430-4444
Telex: 04-55394
Curt Lang, Sales Representative.
Parent Co.: Rivtow Straits Ltd.
Primary Market Areas: Pacific Northwest.
Services: New vessels from 15 ft. to 200 ft. barges and special purpose vessels, steel and aluminum, machining, forging and fabricating.
Branches & Personnel:
West Coast Salvage
Al Dickey, General Manager.
2150 East Kent Ave.
Vancouver, BC V5P 2T2 Canada
Tel.: (604) 324-7661

John Manly Shipyard
Joe [illegible], Divisional Manager.
[illegible] East Kent Ave.
Vancouver, BC V5P [illegible]T2 Canada
Tel.: (604) 327-6311

B.C. Marine Shipbuilders
Bob Lundquist, Manager.
101 North Victoria Dr.
Vancouver, BC V5L 3C6 Canada
Tel.: (604) 255-[illegible]121
Telex: 045-07582

Robert E. Derecktor, Inc.

311 East Boston Post Rd.
Mamaroneck, NY 1[illegible]
Tel.: (914) 698-5020
James R. Mattingly, Sales Manager.
Primary Market Areas: National, Near East, Africa, South America, Philippines.
Services: Boatbuilders of aluminum and steel construction. Custom and standard designs for fish vessels, military, commercial, sailing and power yachts. Custom gear and hardware. All maintenance and repair, storage facilities. NY yard: 61,000 sq. ft. enclosed building area, 130-ton crane, railway; RI yard: 50 acres, floating dry dock to 25,000 tons, complete commercial fish accomodations; Florida yard: 17 acres, 400 ton elevator. Sales department includes commercial and pleasure boat brokerage.
Branches & Personnel:
Robert E. Derecktor of Rhode Island, Inc.
Robert E. Derecktor, President.
Building 234, Coddington Cove
Middletown, RI 02840
Tel.: (401) 847-9270

Derecktor-Gunnell, Inc.
Skip Gunnell, Vice President.
775 Taylor Ln.
Dania, FL 33004
Tel.: (305) 920-5756

Rockland Boat, Inc.

23 Sea St. Pl.
Rockland, ME 04841
Tel.: (207) 594-8181
Stephen W. Reynolds, Assistant Manager.
Primary Market Areas: Rockland, Maine, New England.
Services: Wholesale, retail, commercial and industrial supplies.

Rockport Yacht & Supply Co., Inc.

P.O. Box 662
Rockport, TX 78382
Tel.: (512) 729-5431
Telex: 778-439
Jack O. Pirozzolo, Vice President.
Parent Co.: Luling Oil & Gas Co., Inc.
Primary Market Areas: Worldwide.
Services: Construction of shrimp and fishing trawlers 75 ft. and above. Menhaden fishing vessels.
Branches & Personnel:
RYSCO Shipyard, Inc.
Jack O. Pirozzolo, Vice President.
P.O. Box 578
Blountstown, FL 32424
Tel.: (904) 674-5475
Telex: 548-420

Rogers Smith, Inc.

3101 Lake Villa Dr.
Metairie, LA 70002
Tel.: (504) 454-2042
Telex: 58 7392
George Rogers Smith, President.
Primary Market Areas: National, Europe.

Ron Rawson, Inc.

9001 151st Ave. N.E.
Redmond, WA 98052
Tel.: (206) 885-4455
Ron L. Rawson, President.
Primary Market Areas: Pacific Northwest.
Services: Build 32 ft., 34 ft., and 38 ft. fiberglass seiners and gillnetters primarily for the Bristol Bay marketing area in Alaska.

Rosborough Boats, Ltd.

P.O. Box 188, Armdale, P.O.
Halifax, NS B3L 4J9 Canada
Tel.: (902) 477-1415
James D. Rosborough, President.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Canadian Atlantic provinces.
Services: Build and repair wooden fishing vessels 20 ft. to 45 ft. l.o.a. Build 16 ft., 18 ft., 20 ft., and 26 ft. fiberglass fishing vessels. Build wooden pleasure or commercial sailing vessels in 30 ft. to 100 ft. range. Manufacture vessels in wood, pre-cut kit form for do-it-yourself-boats. Brokers and sales agents of commercial fishing vessels.

Ross Yacht Service, Inc.

279 Windward Passage
Clearwater, FL 33515
Tel.: (813) 446-8191
Courtney D. Ross, President.
Primary Market Areas: Gulf Coast States.
Services: Boatbuilding, repairs, parts and brokerage.

Rumery's Boat Yard

109 Cleaves St., P.O. Box L
Biddeford, ME 04005
Tel.: (207) 282-0408
Robert P. Williams, President.
Parent Co.: Robert P. Williams, Inc.
Primary Market Areas: New England.
Services: Custom built boats, major repairs and maintenance, and finishing of fiberglass hulls.

Sabb-Dreadnought & Trident Diesel

P.O. Box 997
Carpinteria, CA 93013
Tel.: (805) 684-1692
John A. Sheaffer.
Primary Market Areas: Latin America, and Caribbean.
Services: Build Tahiti ketch "Dreadnought 32" and trailerable trawler "Monterey 21".

Sabre Marine, Inc.

11300 Space Blvd.
Orlando, FL 32809
Tel.: (305) 857-1680
Max Hunt, Director of Sales.
Primary Market Areas: South Atlantic States, Gulf Coast States, Latin America.
Services: Manufacture boats from 16 ft. to 33 ft.

Salt Pond Marine Railway, Inc.

406 Sherman Rd.
Wakefield, RI 02882
Tel.: (401) 783-5310
Kenneth Gallup, Jr., President and General Manager.
Primary Market Areas: New England.
Services: Commercial vessel repair and railway up to 150 tons.

San Pedro Boat Works

Berth 44, Outer Harbor
San Pedro, CA 90731
Tel.: (213) 832-7203
Mario Yasa, Vice President.
Primary Market Areas: Los Angeles, Long Beach Harbor.
Services: Repair wood, steel, fiberglass and aluminum boats. Facilities include machine shop, joiner shop, weld shop, paint shop, fiberglass shop. Boats up to 150 tons.

Scandinavian Yachts Ltd.

222 Severn Ave.
Annapolis, MD 21403
Tel.: (301) 267-0990
Mogens Klit Norlem, President.
Primary Market Areas: National.
Services: Build wooden boats. Sell used fishing vessels from Denmark.

Schwarz Marine Co., Inc.

1206 25th St.
Two Rivers, WI 54241
Tel.: (414) 794-743[illegible]
William H. Schwarz, President.
Primary Market Areas: Great Lakes States.
Services: Builders of steel and aluminum boats [illegible] ft.

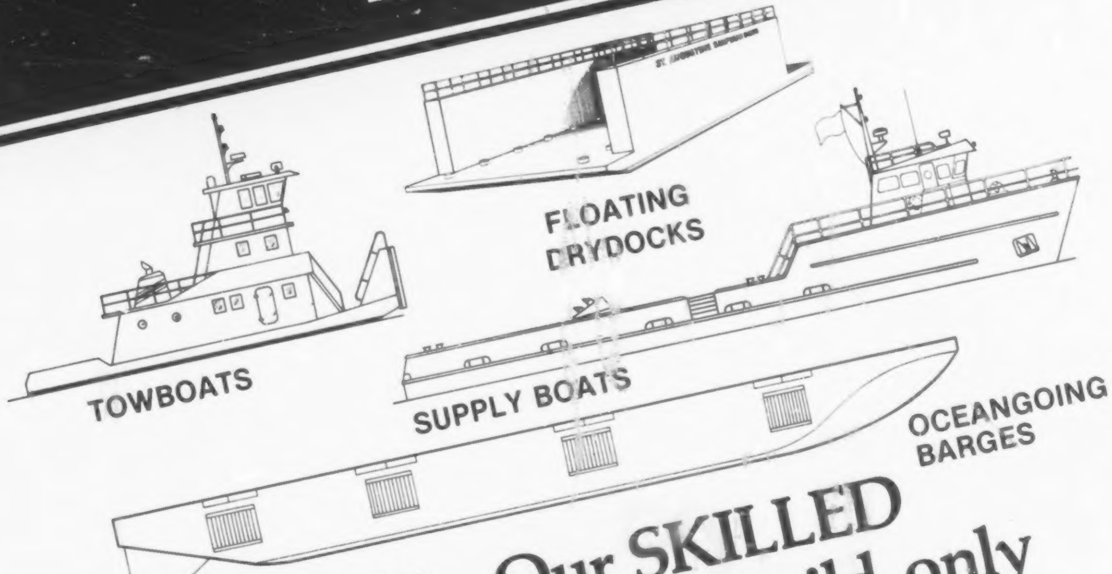
Sea Horse Boats, Inc.

20531 85th Pl. W.
Edmonds, WA 98020
Tel.: (206) 776-6897
Rommel J. Freitas, President.
Primary Market Areas: Pacific Northwest.
Services: We built a 38 ft. hull, house and deck used as gillnetter, troller and a 56 ft. hull used as tuna boat, troller.

Sea-Tac Alaska Shipbuilding Corporation

1112 Alexander Ave.
Tacoma, WA 98421
Tel.: (206) 572-3833
Gordon D. Plancich, Sr., General Manager.
Parent Co.: White Metal Fabricating Co., Inc.
Primary Market Areas: Pacific

SKILLED LABORERS



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At St. Augustine Shipbuilding we build'em all, to your own requirements ...and, with our international reputation for performance and quality...and our decades of experience in building...you can't go wrong. Let us help you with your commercial marine requirements. Call, telex or cable us. We offer you nothing less than "skilled laborers" to do your building. We also offer you PROMPT DELIVERY!! CALL US NOW!!!

ST. AUGUSTINE SHIPBUILDING

(ST. AUGUSTINE TRAWLERS, INC.)
404 RIBERIA ST./P.O. BOX 40
ST. AUGUSTINE, FLORIDA 32084
TELEPHONE: 904 824-0304/TELEX: 56-8404
CABLE: TOSCO

Northwest.
Services: Repair of commercial vessels. New construction and repair/conversion of fishing vessels. New construction of Navy barges, tugs, Coast Guard vessels, etc.

Sea-Tronics
2826 Canon St.
San Diego, CA 92106
Tel.: (714) 224-6959
James R. Lansford, Owner.
Primary Market Areas: San Diego County.
Services: Maintenance and repair of electrical systems and electronic equipment. Specialist in marine corrosion control.

Searig Sail Systems Co.
73 Vauxhall St.
New London, CT 06320
Tel.: (203) 388-3614
Capt. Ted Charles Cohen, President.
Parent Co.: Seven Seas Yachts, Inc.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Windward and Leeward Islands.
Services: Design and build sailing rigs for commercial vessels and yachts. 3 vessels available for lease or charter for ocean research, educational programs, oceanography, marine biology. Seven Seas Cruises.
Branches & Personnel:
Saybrook Marine Services
2 Clark St.
Saybrook, CT 06475
Tel.: (203) 443-3484

Seven Seas & Searig
c/o Vernon Edwards Agents
St. John, Antigua West Indies

Richard Sembler
29 W. 3rd St.
Patchogue, NY 11772
Tel.: (516) 475-7154
Richard Sembler.
Primary Market Areas: Mid-Atlantic States.
Services: Crane service, deep water dock, custom welding and fabrication, steel work boats.

Seward Ship's Chandlery
P.O. Box 944, Mile 1 Seward Hwy.
Seward, AK 99664
Tel.: (907) 224-5640
James T. Pruitt, Owner, Manager.
Primary Market Areas: Pacific Northwest.
Services: Welding, machine shop, field and dockside repair. Haul cut facility (up to 110 ft.). Steel and aluminum fabrication: skiffs, reels, davits, masts and booms. Rebuild gearmatics, sand blast and paint.

Sherman Shipyard, Inc.
P.O. Box 609
Panama City, FL 32401
Tel.: (904) 785-6471
Walter Sherman, Manager.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States.
Services: Boat repair and building and harbor tug service.

Sisu Boat, Inc.
Industrial Park
Dover, NH 03820
Tel.: (603) 749-4452
Peter G. Brown, Sales.
Primary Market Areas: National, Puerto Rico, Virgin Islands.
Services: Manufacture fiberglass boats, 22 ft., 26 ft. and 30 ft., for commercial and sport fishing, research and pleasure. Semi-displacement hulls with choice of inboard, outboard, gas or diesel power.

Skookum Marine Construction, Inc.
2900 Washington St.
Port Townsend, WA 98368
Tel.: (206) 385-2224 and (206) 623-5788
Bernard L. Arthur, President.
Primary Market Areas: National.
Services: Fiberglass boat builder, commercial and pleasure. Hull sizes 28, 34, 47, 50, 53 and 70 feet, power and sail. Custom designs. Commercial boats for salmon, albacore, bottom fish, pot fishing, sword fish and halibut.

South Bay Marina
P.O. Box 217
Fields Landing, CA 95537
Tel.: (707) 442-4571
Bill S. Hunter, Manager.
Primary Market Areas: Pacific Northwest.
Services: Boatbuilder and repairer.

* Southwest Boat Corp.
Clark Point Rd.
Southwest Harbor, ME 04679
Tel.: (207) 244-5525
Eric D. Edwards, General Manager.
Primary Market Areas: New England.
Services: Building of aluminum and steel boats up to 90 feet; boat repair and marine railways up to 90 feet; custom metal fabrication. Diesel engine overhaul and replacement; wood boat repairs.

* St. Augustine Trawlers, Inc.
P.O. Box 40, 404 Riberia St.
St. Augustine, FL 32084
Tel.: (904) 824-4394
Telex: 56-8404
TWX Cable: TOSCO
Ida V. Wheeler, Vice President, Marketing.
Primary Market Areas: Mid-Atlantic States, South Atlantic States, Gulf Coast States.
Services: Build steel, fiberglass, and wooden fishing boats. Marine repairs. Machine shop and carpentry shop.

Stamas Yacht, Inc.
300 Pampas Ave.
Tarpon Springs, FL 33585
Tel.: (813) 937-4118
Charles N. Stamas, Public Relations.
Primary Market Areas: Worldwide.
Services: Manufacturer of fiberglass boats and yachts.

The Stanwick Corp. (Operations Engineering Div.)
3661 E. Virginia Beach
Norfolk, VA 23502
Tel.: (804) 855-8681
Gerald L. Clark, General Manager of Marketing.
Primary Market Areas: National, Canada.
Services: Maintenance management and inventory control systems. Also, support services of certified shipfitters, welders, pipefitters and marine electricians to shipyards and industry throughout the East coast and Gulf region. Other services offered are Design Services Department, Charleston, S.C. and a marine repair shop in San Diego, California for diesel engine, marine pumps, etc., to include a full fuel-injection repair facility.
Branches & Personnel:
The Stanwick Corp. (Technical Support Services Div.)
Mack Reifer, Divisional Vice President.
7280 Arlington Expr., Suite #130
Jacksonville, FL 32211
Tel.: (904) 724-7975

The Stanwick Corp. (Marine Repair Div.)
Scotty Marshall, Division Manager.
1019 West Laurel Ave
San Diego, CA 92101
Tel.: (714) 233-1208

The Stanwick Corp. (Design Services Dept.)
Tom Sawyer, Division Manager.
P.O. Box 70455, 5290 Rivers Avenue
Charleston Heights, SC 29405
Tel.: (803) 747-5228

Vickers-Stanwick Systems, Inc.
Gerald L. Clark, Marketing
560 Rochester St.
Ottawa, ON K1S 4M2 Canada

Steel and Engine Products Ltd.
110 Water St., P.O. Box 1120
Liverpool, NS BOT 1KO Canada
Tel.: (902) 354-3483
Telex: 019-21651
Mitchell (Olie) A. Olsen, Sales Manager.
Primary Market Areas: Atlantic provinces of Canada.
Services: Foundry, machine shop, marine slip 1000 tons, ship repairs.
Branches & Personnel:
Dave Robar, Manager.
5455 Cogswell St., P.O. Box 7160 North
Halifax, NS B3K 5J5 Canada
Tel.: (902) 453-0053
Telex: 019-21809

Steel Services
4202 South Grand St.
Monroe, LA 71202
Tel.: (318) 387-6846 or [illegible]22-3765
Huey DeVille, President.
Parent Co.: Alaska Welding Enterprises, Inc.
Primary Market Areas: National, Chile.
Services: Vessel repairs and new construction.

Steiner Shipyard, Inc.
P.O. Box 742
Bayou La Batre, AL 36509
Tel.: (205) 824-4140
Russell R. Steiner.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Southwest Pacific Coast, Pacific Northwest, Honduras, Guatamala, Brazil.
Services: Steel boat construction and repairs. Vessels for all fishing uses up to 100 ft. Work boats for commercial uses. Fleet-type boats a specialty. Used boat sales.

Stirling Harbor Shipyard & Marina, Inc.
Manhasset Ave.
Greenport, NY 11944
Tel.: (516) 477-0828
Russell F. Muff, President.
Primary Market Areas: National, Sierra Leone, Dominican Republic, Greece, Anguilla, Denmark.
Services: Design and build naval and commercial vessels, prototypes only. Marine surveyor of ships and cargos and marine appraiser for U.S. naval and military academies.

Sunnfjord Boats, Inc.
3205 "C" St. N.E.
Auburn, WA 98002
Tel.: (206) 939-2713
Floyd C. Miller, President.
Primary Market Areas: Pacific Northwest.
Services: Builder of seiners, gillmetters, trollers and crabbers in lengths of 37, 41, 47 and 55 feet.

Sutton Boats, Inc
Rt. 1, P.O. Box 144 A
St. Augustine, FL 32084
Tel.: (904) 445-1314
George W. Sutton, President.
Primary Market Areas: Worldwide.
Services: Designing and building steel boats: sail or power, pleasure or commercial, round or v bottom.

Swan Point Marina
P.O. Box 10
Sneads Ferry, NC 28460
Tel.: (919) 327-1081
James Dunn, President.
Parent Co.: Tusyle Sales of Ralegh, Ma.
Primary Market Areas: Mid-Atlantic States.
Services: Marine repair.

Swygert Shipyards, Inc.
P.O. Box 308
Johns Island, SC 29455
Tel.: (803) 559-0346
Arthur R. Swygert, President.
Primary Market Areas: South Atlantic States.
Services: General ship and boat repairs. 1000 ton drydock.

Tacoma Boatbuilding Co., Inc.
1840 Marine View Dr.
Tacoma, WA 98422
Tel.: (206) 572-3600

Telex: 32-7461
Charles A. Garman, Director of Marketing and Sales.
Primary Market Areas: Gulf Coast States, Pacific Northwest, Worldwide.
Services: Boatbuilder of commercial vessels, specializing in vessels 80 to 400 feet long; fishboats, tunaboats, processors, tugs, barges, supply boats, naval vessels, and Northern Line Equipment Co. deck machinery and winches. Also, U.S. licensee for Escher Wyss controllable-pitch propellers.
Branches & Personnel:
Tacoma Boatbuilding Co.
Ken Kessler, Director of Marketing, Gulf Region.
11700 S.W. Freeway, Suite 200
Houston, TX 77031
Tel.: (713) 879-0800

Northern Line Equipment Co.
1840 Marine View Dr.
Tacoma, WA 98290
Tel.: (206) 572-3600
Telex: 32-7461

Tarpon Marine Ways, Inc.

937 Dodecanese Blvd.
Tarpon Springs, FL 33589
Tel.: (813) 937-8285
Joseph Reis, President, Owner.
Primary Market Areas: South Atlantic States, Gulf Coast States.
Services: 3 railways. Repairs and painting on wood, steel or fiberglass boats up to 115 ft.
Branches & Personnel:
J. Reis Seafood Co.
937 Dodecanese Blvd.
Tarpon Springs, FL 33589
Tel.: (813) 937-8285

Thomas Marine, Inc.

37 Bransford St.
Patchogue, NY 11772
Tel.: (516) 289-0621
Thomas W. Carney, President.
Primary Market Areas: National.
Services: Builder of welded aluminum and steel work boats; custom applications.

Thompson Trawlers, Inc.

P.O. Box 2607
Titusville, FL 32870
Tel.: (305) 267-8210
Rodney Thompson.
Parent Co.: Thompson Industries, Inc.
Primary Market Areas: National, Latin America.
Services: Fiberglass commercial boatbuilding, 24 ft. to 90 ft.

Tolchester Marina, Inc.

Rt. 2, P.O. Box 5[illegible]
Chestertown, MD [illegible]
Tel.: (301) 778-1[illegible] 778-1401
Alan S. Bramble, Vice President.
Primary Market Areas: Rock Hall, Maryland.
Services: Boatbuilding and all repairs. Yacht brokerage.

Totem Marine, Inc.

1018 Hilton Ave.
Bellingham, WA 98225
Tel.: (206) 734-8080
Robert E. Noyes, President.
Primary Market Areas: Pacific Northwest, Canada.
Services: Manufacture 30 ft. x 10 ft. fiberglass bow picker gillnet fishing boat and 26 ft. x 8 ft. river fishing and utility boat.
Branches & Personnel:
Totem Fiberglass
Robert E. Noyes, Manager.
5469 Guide Meridian
Bellingham, WA 98225
Tel.: (206) 398-9138

Marine Manufacturing
Kent Faiel, Manager.
1018 Hilton Ave.
Bellingham, WA 98225
Tel.: (206) 734-8080

Travelers Marine Engine Co.

355 Atlantic Ave.
Freeport, NY 11520
Tel.: (516) 868-1139
Don Schleich, Co-owner.
Primary Market Areas: New England, Mid-Atlantic States.
Services: Complete boat and engine service.

Treasure Trawlers, Inc.

1311 Sahlman Ave.
Tampa, FL 33605
Tel.: (813) 247-2977
Mel M. Gallar, Vice President.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States.
Services: Completed fiberglass fishing trawlers 58 ft. x 20 ft. in. 6.

Turbojet, Inc.

Rt. 1, Bx 733, P.O. Box K
Buckley, WA 98321
Tel.: (206) 829-1291
R. "Kent" Visnaw, Secretary, Manager.
Primary Market Areas: Pacific Northwest.

Turnbull Marine Services Limited

P.O. Box 2024
Bayfield, ON N0M 1G0 Canada
Tel.: (519) 565-2796
Andy K. Turnbull, President.
Primary Market Areas: Ontario, Canada.
Services: General marine repair, gas or diesel.

Uniflite Inc.

Box 1095
Bellingham, WA 98227
Tel.: (206) 676-6200
TWX 910 442 2375 UNIFLITE, BLH
George H. Manchester, Commercial Sales Manager.
Primary Market Areas: Worldwide.
Services: Commercial fishing, patrol, tour, charter and U.S. Navy craft. Also pleasure cruisers and sailboats.

Vancouver Shipyards Co., Ltd.

50 Pemberton Ave.
North Vancouver, BC V7P 2R2 Canada
Tel.: (604) 988-6361
Telex: 04-352740
Victor Gadsby, Vice President, Marketing and Technical Services.
Parent Co.: Genstar Limited
Primary Market Areas: Pacific Northwest, Mexico, Philippines, and India.
Services: Fishboats, all types over 75 ft. in length. Offshore supply vessels; barges; automobile, trailer and passenger ferries; and floating fish processing and freezing plants. Lengthening and repairs to all types of fishing vessels.

Vashon Boat Works, Inc.

P.O. Box Q
Vashon, WA 98070
Tel.: (206) 622-5810
Jan M. Nielsen, President.
Primary Market Areas: Southwest Pacific Coast, Pacific Northwest.
Services: Builders of the Vashon pocket troller, a 23-foot trailerable fishing boat.

Wm. Cannell Boatbuilding Co.

P.O. Box 911
Camden, ME 04843
Tel.: (207) 236-4188
William Cannell.
Primary Market Areas: Worldwide.
Services: Custom built boats and repairs up to 45 ft.

Ronald W. Walton

P.O. Box 403
Rockland, ME 04841
Tel.: (207) 236-4877
Primary Market Areas: New England.
Services: Wood carving: trailboards, figureheads, stern decorations, etc. Joiner work: hatches, skylights, companion ladders, panel doors, cabin furniture, etc.

Wanchese Trawl & Supply Co.

P.O. Box [illegible]88
Wanchese, NC 27981
Tel.: (919) 473-3606
Faron C. Daniels, Manager.
Parent Co.: Daniel's Enterprises
Primary Market Areas: Mid-Atlantic States, South Atlantic States.
Services: Fishing fishing gear and boat repairs.

Washburn & Doughty Associates, Inc.

P.O. Box 587
Bath, ME 04530
Tel.: (207) 442-7589 or 442-8426
Edmund A. Jurenas, Director of Marketing.
Primary Market Areas: National.
Services: Design and construction of steel fishing vessels and other work boats up to 175 ft. Custom design or build to existing plans.

Waterfront Fabricators

36 Santa Barbara St.
Santa Barbara, CA 93101
Tel.: (805) 963-2624
James P. Cotton, President.
Primary Market Areas: Southwest Pacific Coast.

Webber's Cove Boat Yard, Inc.

Rte. 176
East Blue Hill, ME 04629
Tel.: (207) 374-2841
John D. Cousins, Sr., President.
Primary Market Areas: National.
Services: Builders of fiberglass hulls and decks (downeast 34 ft. and downeast 40 ft). Hauling and storage; repairs.

Westport Shipyard, Inc.

P.O. Box 308, 1st & Nyhus St.
Westport, WA 98595
Tel.: (206) 268-0118
Randolph J. Rust, Owner, Manager.
Primary Market Areas: Pacific Northwest.

Wharf Forging & Welding, Inc.

[illegible] Ramp St.
Boston, MA 02210
Tel.: (617) 426-2172
Ronald J. Giovanni, President.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Africa, Australia, Columbia, Chile, Venezuela, Mexico, and Canada.
Services: Besides being a manufacturer and distributor, the company offers limited ship repairs above waterline.
Branches & Personnel:
Westerbeke
Chris Hallagan.
Fish Pier Rd.
Boston, MA

West Nova Marine
Jean Coutreau.
Airport Hwy.
Yarmouth, NS Canada

So. Shore Machine Shop
Kevin Swaine.
Barrington Passage
NS Canada

Whidbey Marine Design and Construction

221 W. Cornet Bay Rd.
Oak Harbor, WA 98277
Tel.: (206) 675-1445
Raymond C. Mellish, Owner.
Primary Market Areas: Pacific Northwest.
Services: Small craft design, boat building and repair, of wooden and fiberglass vessels up to 50' in length.

Wickford Cove Marina, Inc.

Reynolds St.
No. Kingstown, RI 02852
Tel.: (401) 884-7014
John M. Nahigian, Jr., Vice President.
Primary Market Areas: New England.
Services: Fiberglass and wood hull repair, gas and diesel engine repair, 30 ton travelift.

Wiley Manufacturing

P.O. Box 97
Port Deposit, MD 21904
Tel.: (301) 378-4111
Telex: 908232
Thomas W.L. Coudon, Sales

Manager.
Parent Co.: AMCA International Corporation
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States.
Services: Boat builders: fishing vessels, all types up to 250 ft. length and 16 ft. draft.

The Willard Co.

11200 Condor
Fountain Valley, CA 92708
Tel.: (714) 540-5211
Rod Swift, Vice President.
Primary Market Areas: National, Taiwan, Mexico.
Services: Boatbuilders, yachts and commercial craft 30 ft. to 120 ft.

Williams and Manchester Shipyard, Inc.

Lee's Wharf
Newport, RI 02840
Tel.: (401) 846-0725
Paul D. Connors, Treasurer.
Primary Market Areas: New England.
Services: Complete repairs of fishing vessels and yachts.

Wilmington Iron Works

432 West "C" St.
Wilmington, CA 90744
Tel.: (213) 518-3213
Walter C. Richards III, Vice President.
Primary Market Areas: Southwest Pacific Coast.
Services: Complete machine and weld shop, specializing in propeller shafting and boat repairs and related underwater hardware.

Wilson Marine

2930 Westlake North
Seattle, WA 98109
Tel.: (206) 284-3630
David H. Wilson, Partner.
Primary Market Areas: Seattle.
Services: Haulout 56 ft., 35 ton, gas and diesel engine repairs, prop and shaft work.

Witness Catamarans

P.O. Box 1029
Ingleside, TX 78362
Tel.: (512) 776-7524
Richard L. Koogle, Owner.
Primary Market Areas: National.
Services: We build the Witness 35 cruising catamaran, sail with twin diesel auxiliary. The hull is potentially useful as an economical and stable commercial fishing vessel.

Y & G Yachts

139th St. & Dolphin Ave., Crawl Key
Marathon, FL 33050
Tel.: (305) 289-0432
William A. Young, President.
Primary Market Areas: Worldwide.
Services: Build fiberglass commercial fishing vessels from 44 ft. to 51 ft. Full length keel and spray rail molded into entire hull.

Yacht Maintenance Co., Inc.

101 Hayward St.
Cambridge, MD 21613
Tel.: (301) 228-8878
Charles K. Smith III, President.
Primary Market Areas: Mid-Atlantic States.
Services: Boatbuilding and repairs. Also 200 ton railway steel and aluminum welding and sandblasting facilities.

Yank Boat Works, Inc.

P.O. Box 175, Mosquito Landing Rd.
Tuckahoe, NJ 08250
Tel.: (609) 628-2928
John C. Yank, Owner, President.
Primary Market Areas: Mid-Atlantic States.
Services: Custom building of 53-foot to 110-foot vessels outfitted as commercial, party, head or sport fishermen. Major and minor repairs of government and private vessels. Facilities include marine railway, travel lifts and winter storage.

Yankee Boat Yard & Marina, Inc.

54 Riverview St.
Portland, CT 06480
Tel.: (203) 342-4735
Jeff Meehl, Sales Manager.
Primary Market Areas: Worldwide.
Services: Custom building.

York Harbor Marine Service, Inc.

P.O. 178
York, ME 03909
Tel.: (207) 363-3602
Jeff Edwards, Service Manager.
Primary Market Areas: New England.
Services: Full service repair and repower yard; custom building of Jarvis Neuman workboats.

Young Brothers and Co., Inc.

Cranberry Point Rd.
Corea, ME 04624
Tel.: (207) 963-7967
Arvin H. Young, President.
Primary Market Areas: New England.
Services: Builders of commercial fiberglass boats.

Zigler Shipyard, Division of Lee-Vac, Ltd.

P.O. Box 1190
Jennings, LA 70546
Tel.: (318) 824-2210
Telex: 586343
Dennis J. Banta, President.
Parent Co.: Lee-Vac, Ltd.
Primary Market Areas: National.
Services: Construction of steel propelled vessels up to 250 ft. in length and steel barges up to 400 ft. in length. Drydocking and repairs to steel barges and vessels up to 2,000 tons and 300 ft. in length.
Branches & Personnel:
Herb Picou, Sales Representative.
P.O. Box 2528
Morgan City, LA 70380
Tel.: (504) 384-6710
Telex: 586343

Zodiac of North America, Inc.

P.O. Box 400
Stevensville, MD 21666
Tel.: (301) 269-5822
Telex: 87812
Donna Margret Smith, Sales, Advertising.
Parent Co.: Zodiac S.A.
Primary Market Areas: National.
Services: Inflatable boat manufacturers, service, and repair.
Branches & Personnel:
Ed Washbern, Sales Manager.
1275 Railroad St.
Corona, CA 91720
Tel.: (714) 734-3780

Naval Architects

Roger E. Aggett
1317 Peachtree Rd.
Daytona Beach, FL 32014
Tel.: (904) 252-4285
Primary Market Areas: FL.
Services: Surveying and designing all types of vessels up to 150 feet. Specializing in damage surveys for insurance companies.

Alan C. McClure Associates, Inc.
2600 S. Gessner, Suite 504
Houston, TX 77063
Tel.: (713) 789-1840
Telex: 792397
Alan C. McClure, President.
Primary Market Areas: All maritime countries.
Services: Naval architecture and marine engineering. We emphasize innovative engineering and high technology such as dynamic positioning systems, dynamic analysis, special purpose ship and vessel design, and engineering alternative studies.

Gene Anderson, Naval Architect & Marine Constuctor
3702-Motor Ave., Suite 4
Los Angeles, CA 90034
Tel.: (213) 559-2800
Gene Anderson, Owner.
Primary Market Areas: Worldwide.
Services: Act as a marine constructor and naval architect in general practice designing any type of floatable, including fishing boats, yachts, tugs, work boats, charter, etc. Able to design up to 150 feet in length in wood, plastic and steel. As a constructor, obtain own clients, design, arrange financing, obtain builder, supervise construction, run trials, etc. McAnderson also writes on marine subjects and is a consultant on marine matters.

Andul Engineering, Inc.
5151 Burning Tree Circle
Stuart, FL 33494
Tel.: (305) 287-4395
Edwin H. Fletcher, President.
Primary Market Areas: South Atlantic States, Gulf Coast States.
Services: Design, construction supervision, operation manuals, consultation both engineering and legal, and insurance marine evaluations.

Anstey & Anstey, Inc.
P.O. Box 21385
Fort Lauderdale, FL 33335
Tel.: (305) 463-6946
Russell Anstey, President.
Primary Market Areas: Worldwide.
Services: Complete marine surveys and buyer's damage insurance for all types of vessels up to approximately 250 feet constructed of wood, aluminum, steel or fiberglass; supervising of new building; naval architects; consultations.

Argus Research Corporation
3201 Landover St., Suite 601
Alexandria, VA 22305
Tel.: (703) 836-2928
Donald M. Walls, President.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States.
Services: Research and development of ship, submersible/submarine, and under water systems and implantments. Systems engineering, installation and design; program management; survey and implantment design and execution.
Branches & Personnel:
Walter E. Whitaker, Jr., Vice President and General Manager.
20 Romagna Rd.
Niantic, CT 06357
Tel.: (203) 739-8077

Art Anderson Associates, Inc.: Marine Consultants
148 First Street
Bremerton, WA 98310
Tel.: (206) 373-1438
Eric L. Anderson, Vice President.
Primary Market Areas: National.
Services: Naval architectural and marine engineering consulting, engineering, and design for fishing boat, ferry, work boat, tug and barge new construction, conversion, refurbishment and repair. Services provided include: specifications, bid and design evaluation, hull form development, stability calculations, arrangements, structural design and analysis, propeller design, propulsion machinery, electrical systems, piping systems, HVAC, equipment section, production planning and scheduling, owner's representation and test procedures.

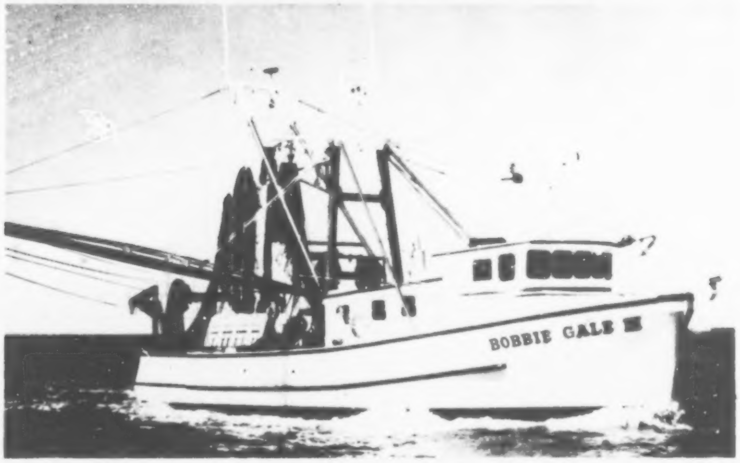
B. F. Jensen & Associates, Inc., P. S.
4215 21st Ave. West
Seattle, WA 98199
Tel.: (206) 284-1274
Benjamin F. Jensen, President.
Primary Market Areas: Pacific Northwest.
Services: Naval architecture and marine engineering for commercial vessel fields, primarily in the fishing field, providing complete design of new vessels and vessel conversions, including layout of fishing deck equipment and seafood processing lines.

Christopher D. Barry
P.O. Box 2075
San Francisco, CA 94126
Tel.: (415) 465-0459
Christopher D. Barry.
Primary Market Areas: Southwest Pacific Coast.
Services: Design of steel and wood vessels, general naval architecture, marine engineering.

Bay Area Marine Institute
Pier 66
San Francisco, CA 94107
Tel.: (415) 552-4500
W. Tay Vaughan III, President.
Primary Market Areas: National.
Services: BAMI is a training and work center for marine services technicians, teaching a full range of state-of-the-art skills including fiberglass technology, electrical systems, diesel mechanics, and painting/finishing. An educational facility with full-time day students, evening classes, and a railway/-shop complex for building and repair. A fishery advisory board and naval design group operate within the institute.

Beach Naval Architecture
405 N. Wabash, Suite 5008
Chicago, IL 60611
Tel.: (312) 565-0087

Desco Marine



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13 Centre St.
New Bedford, Mass. 02740
(617) 999-1808

Pacific Coast Sales Engineer
Charles J. "Chuck" Thompson
P.O. Box 338
Warrenton, Oregon 97146
(503) 861-3382

David D. Beach, Naval Architect.
Primary Market Areas: South Atlantic States, Gulf Coast States, Great Lakes States.
Services: Naval architecture of small fishing craft. Stability, powering and propeller recommendation. Planing fishing boat hull design.

Conrad Birkhoff, Naval Architects

Laufgraben 37
2000 Hamburg 13, D-2000 Germany
Tel.: (4940) 449127
Telex: 217 35 36 CBHH D
Conrad C. Birkhoff, President.
Primary Market Areas: Worldwide.
Services: Designers, supervisors, and brokers for fishing vessels. Planning experts to the fishing industry. Naval drawing office, delivery assistance, transshipments and training of crew.

Blancke Marine Services

1600 Broadway, Suite 203
Westville, NJ 08093
Tel.: (609) 853-8290 or 468-6999
Bruce Belousofsky, President.
Primary Market Areas: National.
Services: Custom and stock design fishing vessels up to 200 ft. Designs in steel, aluminum, fiberglass, ferrocement. Specializing in freezer trawlers, sailing fishing vessels and processors. Consulting services.

Bob Wallstrom, Small Craft Design & Survey, Inc.

Brooklin, ME 04616
Tel.: (207) 359-8327
Bob Wallstrom, President.
Primary Market Areas: National.
Services: Small craft design, for pleasure, commercial, sail or power craft. Marine surveys (New England area only) specializing in small craft of any kind.

Breit & Garcia, Inc., Naval Architects

441 Gravier St.
New Orleans, LA 70130
Tel.: (504) 581-5636
Telex: 587490
Palma Guilbault, Office Manager.
Primary Market Areas: National, Argentina, Spain, Sweden, Finland, Germany, Philippines, England.
Services: Design and construction of marine vessels and oil industry vessels; design of marine facilities. General marine consulting: surveying, inspections and marine transportation consulting.

Thomas P. Brittain

9957 Campus Way So.
Upper Marlboro, MD 20870
Tel.: (301) 350-3222
Thomas P. Brittain.
Primary Market Areas: National.
Services: Hull and equipment surveys, condition and valve consultation.

Brooklin Boat Yard

Center Harbor
Brooklin, ME 04616
Tel.: (207) 359-2236
Joel M. White, Co-owner, Naval Architect.
Primary Market Areas: New England.
Services: Custom builders of both pleasure and commercial boats up to 45 feet. Specialize in wood construction. Custom finishing of fiberglass hulls. Two marine railways, storage and repair services. Joel White is a naval architect and does design work.

C.R. Cushing & Co., Inc.

Ste. 5073, One World Trade Center
New York, NY 10048
Tel.: (212) 432-0033
Telex: 423963
Philip B. Kimball, Vice President.
Primary Market Areas: Worldwide.
Services: Provide diversified technical and management consulting services to the marine transportation industry: naval architecture and marine engineering; port and terminal facilities and materials handling; and general engineering and marine transportation economic studies, including feasibility studies, economic analyses, surveys, testing, inspection, etc.
Branches & Personnel:
C. R. Cushing & Co. GmbH
Uwe Hanssen, Managing Director.
Lilienstrasse 11
2000 Hamburg 1, Germany
Tel.: 32 49 23
Telex: 2163832

C. Raymond Hunt Associates, Inc.

69 Long Wharf
Boston, MA 02110
Tel.: (617) 742-5669
John H. Deknatel, President.
Primary Market Areas: Worldwide.
Services: Designers of power vessels under 100 ft. L.O.A. in all materials. Production engineering and high speed a specialty.

Cape Henry Marine

P. O. Box 10134
Norfolk, VA 23513
Tel.: (804) 499-7552
Robert Hamilton, President.
Primary Market Areas: National
Services: Efficient designs for commercial, military and recreational craft. Also available to engineer changes to modernize or solve problems on operating vessels.

Capt. R. J. Fearon & Associates

P.O. Box 1484
Tampa, FL 33601
Tel.: (813) 229-9301
Telex: 52-861
Robert J. Fearon, Consulting Engineer and Surveyor.
Parent Co.: Baycon Industries, Inc.
Primary Market Areas: South Atlantic States, Gulf Coast States, Caribbean area.
Services: Tugs, barges, dredging, bridge building, dock and harbors, small vessel repair and building. Marine survey and engineering work are separated from repair.

Caribbean Marine, Inc.

P.O. Box 1205
Tarpon Springs, FL 33589
Tel.: (813) 934-6759
John W. Shortall III, President.
Primary Market Areas: National, Europe, South America.
Services: Design of recreational and commercial craft up to 200 feet LOA, including: commercial fishing, misc. commercial, power boats, and sailing vessels including yachts and commercial sailing craft. Surveying vessels, especially sailing craft. Computer-aided design.

Carsten Corporation

2221 N.W. Market St.
Seattle, WA 98107
Tel.: (206) 783-6900
Telex: 328863
Knut J. Borch, Vice President, Fisheries Division.
Parent Co.: I.M. Skaugen Management Co. A/S, Oslo, Norway
Primary Market Areas: National, Europe, Central and South America.
Services: Design package concept, catcher processor fish trawlers.
Branches & Personnel:
Carsten Trading Co. A/S
Carl Steen, President.
Haakon F. GT 1, P.O. Box 1498 Vika
Oslo 1, Norway
Tel.: 02 412125
Telex: 11176

Ronald S. Carter

528 Melcher Ave.
Akron, OH 44319
Tel.: (216) 644-6994
Ronald S. Carter, Naval Architect.
Primary Market Areas: Great Lakes States.
Services: Design and engineering services for fishing vessels of all types and sizes.

Case Existological Laboratories, Ltd

783 Cave St.
Victoria, B.C. V9A 5T6 Canada
Tel.: (604) 386-2938
Telex: 049-7493
Murdo D. Smith, Vice - President.
Services: Complete design of vessels, specifications, construction supervision, construction contract administration, oil analysis, trouble shooting, appraisals and vibration analysis. Standard designs available.
Branches & Personnel:
Dennis McGee, Chief Construction Supervisor.

John N. Case, President.
2203 Timberloch Pl. Suite 235/P.O. Drawer 23
The Woodlands, TX 77380
Tel.: (713) 367-5480

Chance & Co.

Pratt St.
Essex, CT 06426
Tel.: (203) 767-2161
Britton Chance, Jr., President, Chief Naval Architect.
Primary Market Areas: Worldwide.
Services: Designers of energy-efficient vessels.

Chesapeake Shipbuilding, Inc.

1 Marine Park
Haddam, CT 06438
Tel.: (203) 345-4559
TWX 710-428-5059
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Europe, Latin America, Middle East.
Services: Steel ship construction, repairs, and modification. Design and engineering services for vessels up to 250 ft. Transportation engineering and consulting.

Robert M. Chiles, P.E. Engineers, Consultants & Marine Surveyors

529 Tryon Palace Dr., P.O. Box 3496
New Bern, NC 28560
Robert M. Chiles, Principal.
Primary Market Areas: Mid-Atlantic States.
Services: Naval architecture and marine engineering for steel work boats, deck gear and machinery. Marine survey of steel, wood and fiberglass hulls. Engineering consultant for shipyards, insurance industry and fisheries operations. Marine railway inspection and design.

Christopher J. Foster, Inc.

16 Sintsink Dr. East
Port Washington, NY 11050
Tel.: (516) 883-2830
Telex: 14-4674
Christopher J. Foster, Jr., Vice President.
Primary Market Areas: National, Italy, Spain, Belgium, Columbia, Canada.
Services: Naval architects, waterfront support facilities, piers, graving docks, shipyards modernization, offshore terminals, floating drydocks. Surveys and certifications of graving docks, piers and all types of waterfront facilities, consulting services and certified diving services.

Moses Daniel Cohan

303 Cedar Rd.
New Milford, NJ 07646
Tel.: (201) 261-6920
Moses Daniel Cohan.
Primary Market Areas: New York City area.
Services: Conditional and Appraisal Surveys of Boats.

* Desco Marine, Division of Whittaker Corp.

P.O. Box 1480
St. Augustine, FL 32084
Tel.: (904) 824-4461
Telex: 56-8451 DESCO STAE
John F. Colburn, Vice President, Marketing.

Parent Co.: Whittaker Corp.
Primary Market Areas: Worldwide.
Services: Build fishing travlers of wood, from 62' to 73' in length, and fiberglass, 68' and 75' lengths. Boat repair; two marine railways.

George L. Diry, Naval Architect & Engineer

104 St. Joseph Ave.
Long Beach, CA 90803
Tel.: (714) 536-0057 or (213) 434-4545
George L. Diry, Naval Architect & Engineer.
Primary Market Areas: National.
Services: All forms of design and engineering, model testing.

Harry Egerton

P.O. Box 133
Granville, MA 01034
Tel.: (413) 357-8543
Harry Egerton.
Primary Market Areas: National.
Services: Naval architecture and mechanical design.

Eldredge-McInnis, Inc

57 Water St., Drawer F
Hingham, MA 02043
Tel.: (617) 749-5570
Alan J. McInnis, President.
Services: Vessel designs from 32-125 feet. plans available.

Engineering Equipment Co.

Suite 1000, 1515 West 22nd St.
Oak Brook, IL 60521
Tel.: (312) 325-9400
Telex: 25-3817
TWX 910-651-3062
Edward D. Fry, Director, Marine Division.
Parent Co.: Marine Engineering Corp.
Primary Market Areas: National, Latin America, Middle East, Far East, and Africa.
Services: Design and consulting engineer.

Flume Stabilization Systems

One World Trade Center
New York, NY 10048
Tel.: (212) 466-2300
Telex: 422043 ITT
James J. Carney, Marketing Representative.
Parent Co.: John J. McMullen Assoc.
Primary Market Areas: National, Worldwide.
Services: Designs anti-roll tanks (passive stabilization) and fins (active stabilization). Consults on stability problems.

Giannotti & Associates, Inc.

703 Giddings Ave., Suite U-3
Annapolis, MD 21401
Tel.: (301) 268-0030
William A. Wood, Chief Naval Architect.
Primary Market Areas: National.
Services: Design of workboats, service craft, highspeed planing craft and yachts. Propulsion studies, propulsion selection and propeller design. Hull form and hydrodynamic studies, both analytical and experimental. Structural analysis and design. Preliminary and contract design support services. Power plant selection and tradeoff studies. Conventional and advanced marine propulsion system studies. Motion and load analyses of ocean platforms. Siting studies including seaway characterization and long-term environmental forecasting.
Branches & Personnel:
Luis A Vega, Senior Ocean Engineer.
1847 Berkeley Way
Berkeley, CA 94703
Tel.: (415) 841-5875

Thomas Gillmer, Naval Architects

1 Shipwright Harbor
Annapolis, MD 21401
Tel.: (301) 263-4322
Thomas Gillmer, President.
Primary Market Areas: National.
Services: Custom designs for wood, one-off fiberglass, aluminum and steel. Sailing fishing craft specialty.

Gladding-Hearn Shipbuilding Corporation

1 Riverside Ave.
Somerset, MA 02725
Tel.: (617) 676-8596
Richard C. Hearn, Vice President.
Primary Market Areas: National.
Services: Designers and builders of steel worboats up to 150 ft. in length.

The Glosten Assoc., Inc.

811 First Ave.
Seattle, WA 98104
Tel.: (206) 624-7850
Telex: 32-1226
J. Thomas Bringloe, Vice President.
Primary Market Areas: National.
Services: Consultant, naval architect, and designer of tugs, barges, and small commercial vessels including fishing vessels. Also, engineer for special cargo movements and salvage operations. Particular emphasis on full range of support services to fleet owners and operators.

Grant W. Bauer & Co.

1 River Ave., P.O. Box 1092
Point Pleasant Beach, NJ 08742
Tel.: (201) 892-2280
Grant W. Bauer, President.
Primary Market Areas: New England, Mid-Atlantic States.

Gulf Marine Data

3100 Ridgelake Dr.
Metairie, LA 70001
Tel.: (504) 837-2552
Richard H. Vinas, Naval Architect, Vice President.
Parent Co.: Gulf Marine Design, Inc.
Primary Market Areas: National, India, Latin America.
Services: Vessel designs. Specialists on intact and damage stability according to IMCO or USCG rules.

Haliburton Boats Ltd.

5666 Stanley St.
Halifax, NS B3K 2G1 Canada
Tel.: (902) 454-8563
Jim A. Haliburton, Vice-president.
Parent Co.: Haliburton Welding and Supplies Limited
Primary Market Areas: National, Canada, U.K.
Services: Design and construction of commercial and pleasure vessels in steel. Sizes 30-55 feet. Subsidiary computer company provides computer aided design services which include lines fairing, complete digitally defined lines plans, water planes, buttocks and frames. In addition, the computerized true shape projection of polyconic hull plates is provided.

Ken Hankinson, Naval Architect

P.O. Box 2551
La Habra, CA 90631
Primary Market Areas: National, Worldwide.
Services: Boat plans and full size patterns for power and sail boats, yachts, workboats. Sport and commercial designs in wood, fiberglass and steel. Stock plans and custom modifications a specialty. Also "how-to" books on boatbuilding, inboard motor installations and fiberglass. Catalog available $2.00 (U.S.), $3.00 U.S. (foreign).

J. B. Hargrave, Naval Architects, Inc.

205 ½ Sixth St.
West Palm Beach, FL 33401
Tel.: (305) 833-8567
Dudley A. Dawson, Vice President.
Primary Market Areas: National, Canada, Latin America, Europe, Far East, Australia.
Services: Designs and calculations for steel, aluminum and fiberglass vessels of any size, specifications, bid solicitations, contract negotiations, construction inspections, conversions, consulting, and engineering services for structural, mechanical, electrical or hydraulic systems.

Henry C. Halboth & Co., Inc.

15 Exchange Pl.
Jersey City, NJ 07302
Tel.: (201) 451-1121
Telex: 128285 ATT HALBOTH
Henry C. Halboth, President.
Primary Market Areas: National, Caribbean and Latin America.
Services: Marine surveyors and consultants in hull, machinery and marine structures. Preparation of damage survey reports and repair specifications; estimation, negotiation and review of repair costs; supervision of repairs, conversions and overhauls; inspections for condition, value and suitability for service/trip in tow; on/off charter (hire) condition surveys; deadweight (draft) survey calculations; bunker (fuel oil) survey calculations; stability investigations; salvage feasibility analysis and planning; salvage engineers and international consultants.
Branches & Personnel:
Henry C. Halboth, President
51 Bingham Ave.
Rumson, NJ 07760
Tel.: (201) 741-6806

Holland Marine Design

3510 Geary Blvd.
San Francisco, CA 94118
Tel.: (415) 387-3110
Joseph P. Hartog, Owner.
Primary Market Areas: Southwest Pacific Coast.
Services: Design of commercial fishing vessels in steel and wood. Performing and calculating stability tests and data. Mail order catalog.

Donald R. Hudson Naval Architects, Inc.

Swan Island, Drydock Area, Building 50
Portland, OR 97212
Tel.: (503) 285-7107
Donald R. Hudson, President.
Primary Market Areas: Pacific Northwest.
Services: Naval architecture, marine engineering: vessels of all types; complete systems design, site development, marine surveys, cost and feasibility analyses. Hydro-statics: displacement, trim and stability. Hydro-dynamics: hull resistance, speed and power.

Hydronautics, Incorporated

7210 Pindell School Rd.
Laurel, MD 20810
Tel.: (301) 776-7454
Telex: 8-7585
Donald P. Roseman, Vice President.
Primary Market Areas: National, Western Europe.
Services: Research, development, design, test and evaluation. Propeller design, ship model basin, etc.

Harry A. Jackson P.E.

20 Holmes St.
Mystic, CT 06355
Tel.: (203) 536-7015
Harry A. Jackson, Naval Architect.
Primary Market Areas: National.
Services: Consultation and ship design both hull and machinery. Undersea work a specialty.

James S. Krogen & Co., Inc.

3333 Rice St.
Miami, FL 33133
Tel.: (305) 448-8169
Telex: 808067 - KA SHIP
James S. Krogen, President.
Primary Market Areas: National, Europe, South America and Caribbean.
Services: Consulting, design and conversion engineering of all types of vessels.

John E. Marriner & Associates

117 East 8th St., Ste. 200A
Long Beach, CA 90813
Tel.: (213) 432-8008
John E. Marriner, Owner.
Primary Market Areas: Southwest Pacific Coast.
Services: Ship hull and machinery design of tugs, barges, dredges, research vessels, and drilling and mining vessels.

John Ordway & Associates

12 Auburn St., P.O. Box 174
Newburyport, MA 01950
Tel.: (617) 462-9929
John R. Ordway, Director.
Primary Market Areas: National, Canada.
Services: Economic and operational analyses and design of vessel components, vessels, shoreside equipment, ports and harbors. Business planning services for cooperatives, individuals, corporations. Feasibility investigations of catching, processing, holding, and distribution systems. Special product procurement and project management. Computer-based data management, trend analyses, optimization/projection. User need and impact investigations. Expert witness testimony.

Kaufman & Ladd

222 Severn Ave.
Annapolis, MD 21403
Tel.: (301) 263-5091
F. Michael Kaufman, Vice President.
Primary Market Areas: National.
Services: Design and survey, principally of yachts, all materials, including fiberglass, wood, aluminum, steel.

Miklos M. Kossa, Naval Architect - Marine Consultant

1760 Solano Ave. Room 209
Berkeley, CA 94707
Tel.: (415) 525-2666
Miklos M. Kossa, Owner and Naval Architect.
Primary Market Areas: National.
Services: General naval architecture and marine consulting services to owners, operators, and builders of large and small commercial vessels.

Laurent Giles and Partners Ltd.

4 Quay Hill
Lymington, Hampshire England
Tel.: Lymington 0590/73223
John R. Bryce, Business Manager.
Primary Market Areas: National, Canada, United Kingdom, Australia, New Zealand.
Services: Designers of small craft of all kinds, especially traditional wooden sailboats in sizes from 20 ft. to over 100 ft. L.O.A. Marine consultants.

Lowell & Spalding

Main St.
South Freeport, ME 04078
Tel.: (207) 865-6691
Eliot Spalding.
Primary Market Areas: National.
Branches & Personnel:
Royal Lowell.
Dyer Rd.
Pownal, ME 04069
Tel.: (207) 353-2163

Lucander-Dowhos, Naval Architects & Marine Engineers

P.O. Box 711
San Perlita, TX 78590
Tel.: (512) 248-5209
Nils C.J. Lucander, Naval Architect.
Primary Market Areas: Worldwide.
Services: Designs of energy-efficient displacement boats and vessels, both commercial and pleasure boats, and power and sailing craft. Designs of new fishing rigs and new fishing equipment. International consulting in fisheries programs and total catch utilization systems. Inventions and innovations.
Branches & Personnel:
Dave J. Dowhos, Naval Architect.
222 Crescent Ave.
Thunder Bay, ON P7A 7K6 Canada
Tel.: (807) 344-3217

M. Rosenblatt & Son, Inc.

350 Broadway
New York, NY 10013
Tel.: (212) 431-6900
Arnold M. Stein, Assistant to President.
Primary Market Areas: National, Japan.
Services: All areas of naval architecture U.S. Navy, commercial fleet, and off shore structures. Recommendations and approvals of all types of fishing vessel gear and equipment.
Branches & Personnel:
Amos Baki, Branch Manager.
2341 Jeff Davis Hwy., Century Bldg., Suite 540
Arlington, VA 22202
Tel.: (703) 892-5681

Fred Kaufman, Branch Manager.
667 Mission St.
San Francisco, CA 94105
Tel.: (415) 777-0500

Al Adelman, Branch Manager.
1005 Seventh Ave.
San Diego, CA 92101
Tel.: (714) 238-1300

Robert H. Macy

P.O. Box 758
Pascagoula, MI 39567
Tel.: (601) 762-5667
Robert H. Macy, Owner.
Primary Market Areas: National, Venezuela, Mexico, Panama, Argentina.
Services: Contract plans, specifications, project designs, studies, and reports on fishing and research vessels, tugs, barges, drilling rigs, and container ships.

Erick J. Manners

39 Cliff Hill
Gorleston-on-Sea, Norfolk England
Erick J. Manners.
Primary Market Areas: Worldwide.
Services: Pioneer designer of catamaran fishing boats. Supplier of adaptable stock building plans at nominal prices.

Manson Boat Works, Inc.

68 Bridge Rd.
Salisbury, MA 01950
Tel.: (617) 462-2362
Arthur C. Manson, President.
Primary Market Areas: Worldwide.

MARCO SEATTLE

2300 West Commodore Way/P.O. Box 7253
Seattle, WA 98199
Tel.: (206) 285-3200
Telex: 32-0098
Robert F. Allen, Executive Vice President and General Manager.
Primary Market Areas: Worldwide.
Services: Complete naval architecture and engineering services are available, along with boat building and repair in steel, aluminum, and wood.
Branches & Personnel:
Nick's Hydraulics
Mr. Harold Nicholas
136 North Shore Rd.
Rio Grande, NJ 08242
Tel.: (609) 465-4811

Atlantic Gulf Supply
Mr. Bob Flanagan
2335 Port St.
New Orleans, LA 70117
Tel.: (504) 945-2139

Trawler Power, Inc.
Mr. Chris Norgaard
300 Valley St.
Sausalito, CA 94915
Tel.: (415) 332-2840

National Pump & Injector
Mr. Guy Bruni
2307 East Belt St.
San Diego, CA 92113
Tel.: (714) 232-0831

Scandia Propeller
Mr. Gunnar Gundersen
2 Union St.
Fairhaven, MA 02719
Tel.: (617) 997-1207

Activation, Inc.
Mr. Jim Ferguson
P.O. Box 7253
Mobile, AL 36607
Tel.: (205) 479-6544

Marine Industrie Limitée

B.P. 550
Sorel, PQ J3P 5P5 Canada
Tel.: (514) 743-3351
Telex: 055-61081
M.J. Waters, Marketing & Technical Director, Engineering.
Primary Market Areas: National, Canada, Mexico, Cuba, Europe, Africa, South America.
Services: Standard design of fishing vessel and trawler seiners. Construction of any fishing vessel type.

Marine Industries Northwest, Inc.

P.O. Box 1833
Tacoma, WA 98401
Tel.: (206) 627-9136
Don A. Slater, President and General Manager.
Primary Market Areas: Pacific Northwest.
Services: New construction up to 260 ft. Repair and conversion on any size.

Charles R. McCardell, Naval Architect/Marine Surveyor

366 Tennessee Ave.
Mill Valley, CA 94941
Tel.: (415) 388-9362
Charles R. McCardell.
Primary Market Areas: Southwest Pacific Coast.
Services: Naval architect covering hull and machinery design, cargo gear and materials handling, stability, and port and terminal design. Marine surveyor for steel, aluminum, and wood vessels.

Robert L. McMurray

427 Marin Ave.
Mill Valley, CA 94941
Tel.: (415) 388-0900
Robert L. McMurray, Naval Architect, Marine Surveyor.
Primary Market Areas: Southwest Pacific Coast.
Services: Custom designs for yachts and fishing boats, wood or steel. Condition and value surveys for yachts and fishing boats, trip and special damage surveys.

James McPherson, Yacht and Commercial Vessel Design

Box 521
Tiburon, CA 94920
Tel.: (415) 383-8986
James McPherson, Naval Architect.
Primary Market Areas: National.
Services: Design - yachts & fishing vessels (all fisheries) to 200 feet. Consultation - general vessel evaluation, stability tests and manuals, vessel structural analysis, new vessel planning, conversions, sail-powered fishing vessels, admeasurement.

George E. Meese

194 Acton Rd.
Annapolis, MD 21403
Tel.: (301) 263-4054
George E. Meese, Owner.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Great Lakes States.
Services: Design and survey all kinds of floating equipment, vessels and yachts. Consultation on all kinds of marine problems and ventures.

Richards T. Miller, Naval Architect & Engineer

957 Melvin Rd.
Annapolis, MD 21403
Tel.: (301) 268-8209

Richards T. Miller, Naval Architect.

Primary Market Areas: Mid-Atlantic States.

Services: Designer of naval ships, fishing vessels, tugs, sport/fishermen and yachts. Conceptual and preliminary designs and engineering studies. Fellow and vice president, technical and research, of the Society of Naval Architects and Marine Engineers.

Morris Guralnick Assoc., Inc.

620 Folsom St
San Francisco, CA 94107
Tel.: (415) 543-8650
Thomas B. Cole, Secretary/-Treasurer.

Primary Market Areas: National, Pacific Basin.

Services: Naval architects, marine engineers.

O. A. Munkwitz P.E.

10260 N.W. Flotoma Dr
Portland, OR 97229
Tel.: (503) 292-5628
Orville A. Munkwitz, Proprietor.

Primary Market Areas: National.

Napier Co.

Lindsay St.
Arbroath, Tayside DD11 1RR Scotland
Tel.: (0241) 75112
Telex: 76642 NAPIER
Maurice J. Napier, Proprietor.

Primary Market Areas: Worldwide.

Services: Vessel design and associated work on craft from about 30 ft. (9m) upwards, in steel, wood, fiberglass and ferrocement. Known internationally for experience in stability calculations, giving advice on improvements to existing vessels, investigating casualties and seakindliness problems.

Branches & Personnel:

Captain Wolstenholme Marine Surveys, Inc.
Denis E. Wolstenholme, President.
P.O. Box 3313
Anchorage, AK 99510
Tel.: (907) 277-5109
Telex: 26646
TWX NORTHSHIP

Richard C. Newick

RFD
Vineyard Haven, MA 02568
Tel.: (617) 693-9603

Primary Market Areas: Worldwide.

Services: Specialist in efficient sailing craft.

Nickum & Spaulding Associates, Inc.

911 Western Ave.
Seattle, WA 98104
Tel.: (206) 382-4444
Telex: 30053
Paul A. Gow, Naval Architect, Technical Manager.

Primary Market Areas: National.

Services: The staff of engineers and designers includes specialists in all phases of ship design and marine engineering. The firm is recognized for innovative as well as traditional conceptual designs, preparing contract design packages, undertaking working drawing programs and providing management and engineering services for new construction, maintenance and conversion work. Some of the company's more recent designs for the fishing industry include crab and combination vessels for the North Pacific. The firm has also worked extensively with NOAA on fisheries research vessel designs and has provided engineering and design services for private research projects.

Norship, Inc.

3600 15th Ave. W.
Seattle, WA 98119
Tel.: (206) 284-1773
Telex: 32-8430
Thomas Lamb, President.

Primary Market Areas: Southwest Pacific Coast, Pacific Northwest.

Services: Naval architecture and marine engineering consulting. Port engineering and vessel maintenance service. Fishing vessel management.

Ocean Oil International Engineering Corporation

3019 Mercedes Blvd.
New Orleans, LA 70114
Tel.: (504) 367-4072
Hector V. Pazos, President /Owner.

Primary Market Areas: National, All countries in Europe, S. America, Mexico, Canada, Japan, Africa.

Services: Ship design, ship conversions, barges and workboats, offshore design, marine salvage, shipyard design, feasibility reports, admiralty law expertise, consultants, field assistance, project management.

Branches & Personnel:

P & J Seafood, Inc.
Hector V. Pazos, President.
3019 Mercedes Blvd.
New Orleans, LA 70114
Tel.: (504) 831-3593

* Ocean Research Corporation

P.O. Box 67
Kennebunk, ME 04043
Tel.: (207) 985-4520
Christopher N. Tupper, President.

Primary Market Areas: Worldwide.

Services: Design of commercial fishing vessels up to 150 ft., power, sail, catamaran. Marine engineering. Analysis of marine operations, fish handling, port development, quality control, economics, etc.

Offshore Shipbuilding, Inc.

Stokeslanding Rd., P.O. Box 447
Palatka, FL 32077
Henry Hostrup, Manager.

Primary Market Areas: South Atlantic States.

Services: Complete design and building services for steel fishing boats, tugs, barges, pilot boats, ferry boats and utility supply boats. Also have railway for hauling up to 6 ft. draft hulls.

Osprey Marine & Engineering Co., Inc.

4000 East Parrish Rd., P.O. Box 736
Mims, FL 32754
Tel.: (305) 267-8811
John T. Emmick, President.

Primary Market Areas: National, Bahamas, Virgin Islands.

Services: Naval architects and marine consultants. Builders of 33 and 40 ft. commercial fiberglass boats and related systems known as the Rum Runners.

Ben Ostlund, Naval Architect

P.O. Box 2206
Newport Beach, CA 92663
Tel.: (714) 548-7113
Ben W. Ostlund, Naval Architect.

Primary Market Areas: National.

Services: Designers of yachts and nostalgic vessels, side and stern wheelers, up to 200 ft., propelled by diesel and steam engines.

Parker C. Emerson & Associates

17935 Cardinal Dr.
Lake Oswego, OR 97034
Tel.: (503) 638-7286
Parker C. Emerson, Naval Architect.

Primary Market Areas: Worldwide.

Services: Naval architecture, marine engineering, and marine surveying including economic feasibility, interrelationship between vessels and their functional usage, conceptual design, contract design and construction contract administration for placement of vessels into operation. Engineering for military and commercial vessels of all sizes and types for new construction, repair and conversion. Also design specialists for fishing and seafood processor vessels generally in the Pacific Ocean area.

Guido F. Perla, Naval Architecture & Marine Engineering

Rte. 2, Box 240
Vashon, WA 98070
Tel.: (206) 463-9502
Guido F. Perla, President.

Primary Market Areas: National, Mexico, Costa Rica, Panama, Columbia, Venezuela, Ecuador, Chile, Peru.

Services: Consulting, engineering and design for fishing boats, tuna seiners, shrimp boats, processors, trawlers, tug-boats and offshore supply boats; general repairs and conversions; production engineering.

Potter and McArthur, Inc.

50 Hunt St.
Watertown, MA 02172
Tel.: (617) 923-1322
Gerrit J. Vandissel, President.

Primary Market Areas: National, Canada, Mexico, Caribbean.

Services: Consultants for design, construction supervision, and contract drawings. Construction and shop drawings, marine engineering and naval architecture. Vessels 16 ft. to 500 ft. Fish processing plant engineering, on board and ashore. Condition surveys, appraisal surveys, rigging and outfit surveys. Purchase and sale consulting.

Prairie Boat Works, Inc.

4620-122nd Ave. N.
Clearwater, FL 33520
Tel.: (813) 576-2761
Carl Doubledee, Sales Manager.

Primary Market Areas: National, Middle East, England, Africa, South America.

Services: Build custom commercial fishing boats on stock fiberglass hulls 29 ft.-46 ft. Do custom boats from hull up. All hulls designed by J. B. Hargrave, N. A.

R. A. Stearn, Inc.

253 N. First Ave
Sturgeon Bay, WI 54235
Tel.: (414) 743-8282
TWX 910-270-1375
Richard A. Stearn, President.

Primary Market Areas: Great Lakes States.

Services: Naval architects and marine engineers, design, consulting, and surveys.

R.W. Peach Engineering Associates

888 Pine Trail
Arnold, MD 21012
Tel.: (301) 974-0793
Robert W. Peach, Owner.

Primary Market Areas: Worldwide.

Services: Accident/failure investigations and analysis. Design and analysis for hydraulic systems and mechanisms, vessel stability and structure, and propellers. Vibration analysis, naval architecture and marine engineering.

Robert E. Derecktor, Inc.

311 East Boston Post Rd.
Mamaroneck, NY 10543
Tel.: (914) 698-5020
James R. Mattingly, Sales Manager.

Primary Market Areas: National, Near East, Africa, South America, Phillipines.

Services: Boatbuilders of aluminum and steel construction. Custom and standard designs for fish vessels, military, commercial, sailing and power yachts. Custom gear and hardware. All maintenance and repair, storage facilities. NY yard: 61,000 sq. ft. enclosed building area, 130-ton crane, railway; RI yard: 50 acres, floating dry dock to 25,000 tons, complete commercial fish accomodations; Florida yard: 17 acres, 400-ton elevator. Sales department includes commercial and pleasure boat brokerage.

Branches & Personnel:

Robert E. Derecktor of Rhode Island, Inc.
Robert E. Derecktor, President
Building 234, Coddington Cove
Middletown, RI 02840
Tel.: (401) 847-9270

Derecktor-Gunnell, Inc.
Skip Gunnell, Vice President
775 Taylor Ln.
Dania, FL 33004
Tel.: (305) 920-5756

Roger Marshall Yacht Designers and Naval Architects.

Box 127A
Jamestown, RI 02835
Tel.: (401) 423-1400
Roger Marshall.
Primary Market Areas: National, Europe, Australia
Services: Sail and power yacht designs. Commercial craft up to 120 feet. Designs for alloy, steel, wood, FRP.

Rogers Smith, Inc.

3101 Lake Villa Dr.
Metairie, LA 70002
Tel.: (504) 454-2042
Telex: 58 7392
George Rogers Smith, President.
Primary Market Areas: National, Europe.

Rosborough Boats, Ltd.

P.O. Box 188, Armdale, P.O.
Halifax, NS B3L 4J9 Canada
Tel.: (902) 477-1415
James D. Rosborough, President.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Canadian Atlantic provinces.
Services: Build and repair wooden fishing vessels 20 ft. to 45 ft. l.o.a. Build 16 ft., 18 ft., 20 ft., and 26 ft. fiberglass fishing vessels. Build wooden pleasure or commercial sailing vessels in 30 ft. to 100 ft. range. Manufacture vessels in wood, pre-cut kit form for do-it-yourself-boats. Brokers and sales agents of commercial fishing vessels.

Philip L. Ross

71 East Quinobequin Rd.
Waban, MA 02168
Tel.: (617) 527-2686
Philip L. Ross, Naval Architect.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States.
Services: Cruising yacht design. Consultant to boat manufacturers in the design, construction and marketing of cruising, sail, power, and motorsailer boats. Custom design for live aboard boats.

Rudolph F. Matzer & Assoc., Inc.

13891 Atlantic Blvd.
Jacksonville, FL 32225
Tel.: (904) 246-6438
TWX 810 828 6094
Rodney E. Lay, President.
Primary Market Areas: Worldwide.
Services: Specializes in the design of research vessles, heavy lift vessels, roll-on/roll-off vessels, tugboats and fishing vessels. Services offered range from contract drawings and specifications to preparing actual shop construction drawings.

S. A. S. Designers

1263 Lake Circle Dr.
Mobile, AL 36609
Tel.: (205) 661-5070
S. E. Schapals, Owner, Naval Architect.
Primary Market Areas: National, Germany.
Services: Fishing vessels, supply vessels, tugs, pushboats. Dry docks, yard facilities, lofting, tape digitizing. Ocean going yachts up to 200 ft.

S.L. Petchul, Inc., Naval Architects

1380 S.W. 57th Ave.
Ft. Lauderdale, FL 33317
Tel.: (305) 583-0962
S. L. Petchul.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States.
Services: Design, engineering, detail drawings, and labor-material cost estimates for new vessels.

Jack W. Sarin Naval Architect

P.O. Box 10151
Bainbridge Island, WA 98110
Tel.: (206) 842-4651
Jack W. Sarin, Naval Architect and Marine Engineer.
Primary Market Areas: National, Mexico and Canada.
Services: Design of full range of fishing vessels up to 100 ft. Design in fiberglass, steel aluminum and wood.

Schmahl and Schmahl, Inc.

Schmahl Building, 1209 S.E. Third Ave.
Fort Lauderdale, FL 33316
Tel.: (305) 522-0689 or (800) 432-0656
Telex: 514489
Earl S. Clay, Jr., Vice President.
Primary Market Areas: National, Germany, Japan, France, Norway, Netherlands.
Services: Underwriters' surveyors, claims agents, classification surveyors, and surveyors to governments of Liberia and The Bahamas. Admiralty Law.
Branches & Personnel:
Daniel J. Avoures, Naval Architect, Manager.
5700 Memorial Hwy.
Tampa, FL 33615
Tel.: (813) 884-4482
Telex: 514489

Richard A. Cassar, Manager.
2121 Corporate Square Blvd., Suite 150
Jacksonville, FL 32216
Tel.: (904) 721-1699
Telex: 514489

Russell Brierly, Manager.
8102 De Leon
Houston, TX 77061
Tel.: (713) 643-4341
Telex: 514489 (INTREPID)

Sea Otter Trawl Gear

50 Mystic St.
Charlestown, MA 02129
Tel.: (617) 241-8714
Clifford A. Goudey, Owner.
Primary Market Areas: New England.
Services: Consulting; deck layout, rigging and trawl gear design; marine product design.

Searig Sail Systems Co.

73 Vauxhall St.
New London, CT 06320
Tel.: (203) 388-3614
Capt. Ted Charles Cohen, President.
Parent Co.: Seven Seas Yachts, Inc.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Windward and Leeward Islands.
Services: Design and build sailing rigs for commercial vessels and yachts. 3 vessels available for lease or charter for ocean research, educational programs, oceanography, marine biology. Seven Seas Cruises.
Branches & Personnel:
Saybrook Marine Services
2 Clark St.
Saybrook, CT 06475
Tel.: (203) 443-3484

Seven Seas & Searig
c/o Vernon Edwards Agents
St. John, Antigua West Indies

Seaworthy Engine Systems, Inc.

36 Main St.
Essex, CT 06001
Tel.: (203) 767-0937
TWX 7104580271
David A. O'Neil, President.
Primary Market Areas: National.
Services: Marine engineering, fuel conservation, energy audits, plan approval, owner representation.

Jerry N. Selness, N.A.

2805 Cañon St.
San Diego, CA 92106
Tel.: (714) 224-2619
Jerry N. Selness, Owner.
Primary Market Areas: Southwest Pacific Coast.
Services: Custom design in wood, aluminum, and steel sail boats. Custom alterations.

Siegfried Schapals

1263 Lake Circle Dr.
Mobile, AL 36609
Tel.: (205) 661-5070
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Southwest Pacific Coast, Pacific Northwest, Germany, Africa.
Services: Designers of fishing vessels, tugs, offshore supply vessels, dry docks, launching and building facilities. Lofting service with N.C. digitizing. Large ocean-going vessels, yacht design. Consultants in shipyard, installations, facility design, economy studies, etc.

Robert A. Simons

332 Maplewood Dr.
Paramus, NJ 07652
Tel.: (201) 261-4818
Robert A. Simons, President.
Primary Market Areas: New England, Mid-Atlantic States.
Services: Commercial vessel design.

Sinclair & Associates

1443 Ahuawa Loop
Honolulu, HI 96816
Tel.: (808) 737-5441
Thomas L. Sinclair, Jr., Senior Partner.
Primary Market Areas: National, Philippines, Taiwan, Japan, Australia and Europe.
Services: Specializing in sport and commercial fishing vessel design. Generally, small craft design, power and sail, 15-120 ft. Marine consulting.

Donald H. Smith, Marine Designer

890 Country Club Rd.
Crystal Lake, IL 60014
Tel.: (815) 459-1551
Donald H. Smith, Owner.
Primary Market Areas: National.
Services: Design and illustration of work or pleasure craft to 60 ft., hull condition surveys and consultation, marine promotional material including photography and preparation of literature (brochures).

Niels E. Sorensen-Viale N.A.

10318 177th Ave. N.E.
Redmond, WA 98052
Tel.: (206) 881-1544
Niels E. Sorensen-Viale, Naval Architect.
Primary Market Areas: National.
Services: Advanced design of any size fishing vessel, sail or motor yacht, ocean racer, cargo or passenger carrier, or wind propelled fishing vessel. Consultant on fisheries and transportation planning, economic feasability analysis, and financial planning.

Sparks International Company

P.O. Box 3254
Vallejo, CA 94590
Tel.: (707) 642-9593
John Q. Sparks, Owner.
Primary Market Areas: Southwest Pacific Coast, Pacific Northwest, Great Lakes States.
Services: New construction, rebuilding, re-outfitting, in-progress inspection, condition & appraisal surveys, design & construction plans - all phases.
Branches & Personnel:
James S. Swasey, Dist. Mgr., Delta District.
P.O. Box 763
Rio Vista, CA 94571
Tel.: (707) 374-2780

John S. Martin.
P.O. Box 1179
Brookings, OR 97415
Tel.: (503) 469-4909

Geo. H. Stadel & Sons, Inc.

1088 Shippan Ave.
Stamford, CT 06902
Tel.: (203) 324-2610
Wm. Stadel, President.
Primary Market Areas: National.
Services: Design and contract for the construction and supervision of yachts and commercial vessels to 80 ft.

The Stanwick Corp. (Operations Engineering Div.)

3061 E. Virginia Beach
Norfolk, VA 23502
Tel.: (804) 855-8681
Gerald L. Clark, General Manager of Marketing.
Primary Market Areas: National, Canada.
Services: Maintenance management and inventory control systems. Also, support services of certified shipfitters, welders, pipefitters and marine electricians to shipyards and industry throughout the East coast and Gulf region. Other services offered are Design Services Department, Charleston, S.C. and a marine repair shop in San Diego, California for diesel engine, marine pumps, etc., to include a full fuel-injection repair facility.
Branches & Personnel:
The Stanwick Corp. (Technical Support Services Div.)
Mack Reifer, Divisional Vice President.
7280 Arlington Expr., Suite #130
Jacksonville, FL 32211
Tel.: (904) 724-7975

The Stanwick Corp. (Marine Repair Div.)
Scotty Marshall, Division Manager.
1019 West Laurel Ave
San Diego, CA 92101
Tel.: (714) 233-1208

The Stanwick Corp. (Design Services Dept.)
Tom Sawyer, Division Manager.
P.O. Box 70455, 5290 Rivers Avenue
Charleston Heights, SC 29405
Tel.: (803) 747-5228

Vickers-Stanwick Systems, Inc.
Gerald L. Clark, Marketing.
560 Rochester St
Ottawa, ON K1S 4M2 Canada

Stirling Harbor Shipyard & Marina, Inc.

Manhasset Ave.
Greenport, NY 11944
Tel.: (516) 477-0828
Russell F. Muff, President.
Primary Market Areas: National, Sierra Leone, Dominican Republic, Greece, Anguilla, Denmark.
Services: Design and build naval and commercial vessels, prototypes only. Marine surveyor of ships and cargos and marine appraiser for U.S. naval and military academies.

Sutton Boats, Inc

Rt. 1, P.O. Box 144 A
St. Augustine, FL 32084
Tel.: (904) 445-1314
George W. Sutton, President.
Primary Market Areas: Worldwide.
Services: Designing and building steel boats: sail or power, pleasure or commercial, round or v bottom.

Ernest Tucker

Oxford, MD 21654
Tel.: (301) 226-5226
Ernest Tucker, Naval Architect.
Primary Market Areas: Mid-Atlantic States.
Services: Marine design service for sail and power, wood and fiberglass, and commercial and pleasure boats.

Washburn & Doughty Associates, Inc.

P.O. Box 587
Bath, ME 04530
Tel.: (207) 442-7589 or 442-8426
Edmund A. Jurenas, Director of Marketing.
Primary Market Areas: National.
Services: Design and construction of steel fishing vessels and other work boats up to 175 ft. Custom design or build to existing plans.

* Wesley D. Wheeler Associates Limited

104 East 40th St.
New York, NY 10016
Tel.: (212) 867-4760
Telex: 426040, 236922, 66627
TWX WU Domestic 126476
Wesley D. Wheeler, President.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Spain.
Services: Naval architects, marine engineers, surveyors, conceptual and preliminary design contract supervision and plan approval.

Whidbey Marine Design and Construction

221 W. Cornet Bay Rd
Oak Harbor, WA 98277
Tel.: (206) 675-1445
Raymond C. Mellish, Owner.
Primary Market Areas: Pacific Northwest.
Services: Small craft design, boat building and repair, of wooden and fiberglass vessels up to 50' in length.

Alan Winkley, Naval Architect and Marine Engineer

6420 Colby St.
Oakland, CA 94618
Tel.: (415) 652-3438
Alan Winkley, Professional Engineer.
Primary Market Areas: National.
Services: Complete design of diesel-powered vessels. Also, consulting services to owners and builders of commercial craft pertaining to structures, stability, propulsion, auxiliary mechanical systems, piping, insulation, etc. No stock plans.

Woodin & Marean, Inc.

P.O. Box 26
West Boothbay Harbor, ME 04575
Tel.: (207) 633-3706
Primary Market Areas: Worldwide.
Services: Naval architects, marine engineers and consultants for commercial vessels of all types, sail and power. All construction materials.

Wright-Pierce, Architects and Engineers

99 Main Street
Brunswick, ME 04086
Tel.: (207) 725-8721
David G. Gardner, Executive Vice President.
Primary Market Areas: New England.
Services: Complete A/E services. Coastal engineering: feasibility studies, planning and design.
Branches & Personnel:
Jay R. Grumbling, P.E., Chief, Environmental Division.
25 Vaughan Mall
Portsmouth, NH 03801
Tel.: (603) 436-0174

Stanley J. Shilensky, AIA.
99 Market Street
Lowell, MA 01852
Tel.: (617) 452-8938

Theodore A. Roberts, Branch Manager.
Downtown Mall
Caribou, ME 04736
Tel.: (207) 496-3541

Davis P. Wurts, P.E.

P.O. Box 141
South Hiram, ME 04080
Tel.: (207) 625-4893
Davis P. Wurts, Naval Architect.
Primary Market Areas: National.
Services: Forensic services: unusual applications of theory and practice; parametric analyses, dynamic stability of surface vessels, submersibles, and aircraft; applied kinematics, fluid dynamics and structures. Design of vessels in ferro-cement, wood, aluminum, steel and composite construction.

Wynne Marine, Inc.

261 S. W. 6th St.
Miami, FL 33130
Tel.: (305) 854-6911
James R. Wynne, President.
Primary Market Areas: National, Sweden, Italy, Latin America.
Services: Fiberglass or aluminum planing hull design.

From modernizing ancient fishing fleets halfway around the world —

To designing advanced working craft for the U.S. —

LOOK TO:

OCEAN RESEARCH CORPORATION
P.O. BOX 67
KENNEBUNK, MAINE 04043
Tel. (207) 985-4520
Cable: RESEARCH, Kennebunk

- Naval Architecture and Engineering
- Marine Operations Analysis and Design
- Fisheries Planning

Marine Surveyors

A. W. Cramer, Inc., Marine Surveyors

19 Golf Ln
Huntington, NY 11743
Tel (516) 427-9636
Alfred W. Cramer, President
Primary Market Areas: Metropolitan New York
Services: Purchase surveys, insurance condition surveys, insurance claim surveys, appraisals, consultation, and yachts and commercial vessels, up to 100 ft

Roger E. Aggett

1317 Peachtree Rd
Daytona Beach, FL 32014
Tel.: (904) 252-4285
Primary Market Areas: FL
Services: Surveying and designing all types of vessels up to 150 feet. Specializing in damage surveys for insurance companies.

Alexakos & Simpson, Inc.

P.O. Box S-1152
San Juan, PR 00902
Tel.: (809) 722-1658
Leo N. Alexakos, President
Primary Market Areas: Caribbean Area
Services: Marine Surveyors: ship hull and cargo, deadweight, yacht condition and evaluation, ship safety gear and equipment inspectors

Allstate Marine Salvage, Inc.

1319 S.W. 22 Ave
Delray Beach, FL 33445
Tel.: (305) 278-2682
Capt. Lee H. Kramer, President
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Great Lakes States, South America, Caribbean
Services: Marine salvage, marine repair, erosion surveys, marine surveys, water test services

Anstey & Anstey, Inc.

P.O. Box 21385
Fort Lauderdale, FL 33335
Tel (305) 463-6946
Russell Anstey, President
Primary Market Areas: Worldwide
Services: Complete marine surveys and buyer's damage insurance for all types of vessels up to approximately 250 feet constructed of wood, aluminum, steel or fiberglass, supervising of new building, naval architects, consultations

Aras Marine Chartering Company

311 California St
San Francisco, CA 94104
Tel.: (415) 392-2365, 391-2127 and 344-5435
Telex: 470474 ARASUI
TWX Cables: ARASMARINE - SAN FRANCISCO
H.J.E.A. Steinaecker, Associate and Partner, Director
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Southwest Pacific Coast, Pacific Northwest, Worldwide services; offices in Hong Kong and Manila
Services: Purchase and sale of vessels; shipbrokerage and chartering; marine transport consulting; management consulting relating to transportation of perishable products and commodities
Branches & Personnel:
Aras Marine Chartering Company Hong Kong Ltd
Swirehouse, 6th Floor, Chater Road Central
Hong Kong, China
Telex: 73475 OTERY HX

Aras International Ltd
Bancom III Bldg
Makati, Metro Manila, Philipines
Telex: 22560 ATTN: ARAS INTERNATIONAL, DEPT. MS

Arthur H. Sulzer Associates, Inc.

688 Beatty Rd
Springfield, PA 15064
Tel (215) 543-5884
Arthur H. Sulzer, President
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Southwest Pacific Coast, Pacific Northwest, Europe, Africa, Far East
Services: Marine surveyor for China Corporation Register of Shipping, Det Norske Veritas, Lloyds Register of Shipping, Bureau Veritas. Hull, engine, P&I surveyor. Owner and operator of 25 270 foot barges, barges for charter. Boat repairs
Branches & Personnel:
Flag Service & Maintenance
T. Suchockc, President
P.O. Box 217
Thorofare, NJ 08086
Tel. (609) 848-2901

Arthur H. Terry & Company

101 Veterans Blvd
Metairie, LA 70005
Tel. (504) 835-3147
Arthur H. Terry, Principal Surveyor
Primary Market Areas: National
Services: Hull surveys, commercial and pleasure craft under 2500 tons

B & C Marine Service

1315 Mesquite St
Corpus Christi, TX 78401
Tel. (512) 882-7322
Charles R. Cooper, Owner
Primary Market Areas: Gulf Coast States
Services: Marine Surveyor

Bachrach & Wood Associates, Inc.

1937 Veterans Blvd., Suite 200, P.O. Box 7415
Metairie, LA 70010
Tel (504) 837-6800
Telex: 784056 BACKWOOD MRIE
J. L. Waisgerber, President
Primary Market Areas: Worldwide
Services: Inspections for valuation and condition, suitabilities for trips in tow, loading and securing arrangements, repairs, salvage, etc., with reference to seagoing tugs, barges, anchor handling tugs, docks, fishing vessels, crew boats, supply vessels, and offshore structures, derrick barges, pipe laying barges, and dredges
Branches & Personnel:
Wayne Dubuc, Manager
1200 Victor II Blvd., P.O. Box 1967
Morgan City, LA 70381
Tel.: (504) 384-2055

Barstow Marine Services, Inc.

P.O. Box 815
Stony Brook, NY 11790
Tel.: (516) 751-2082 or 751-2085
Arthur A. Barstow, President

Primary Market Areas: National, Latin American, Caribbean, Canada.

Services: Marine surveyors and consultants for commercial vessels and yachts, all types of construction. Losses, conditional purchase surveys and insurance surveys.

Bay Area Marine Institute

Pier 66
San Francisco, CA 94107
Tel.: (415) 552-4500
W. Tay Vaughan III, President

Primary Market Areas: National.

Services: BAMI is a training and work center for marine services technicians, teaching a full range of state-of-the-art skills including fiberglass technology, electrical systems, diesel mechanics, and painting/finishing. An educational facility with full-time day students, evening classes, and a railway/shop complex for building and repair. A fishery advisory board and naval design group operate within the Institute.

John J. Bielman, Sr.

1609 Bay Ave.
Ocean City, NJ 08226
Tel.: (609) 399-4874
John J. Bielman, Independent Marine Surveyor

Primary Market Areas: Mid-Atlantic States.

Services: Surveys limited to yachts, commercial fisherman (trawlers) for insurance, purchase, claims. No cargo.

Frank E. Bilek, Marine Surveyor

2216 Arlington Blvd.
El Cerrito, CA 94530
Tel.: (415) 232-7638
Frank E. Bilek, Marine Surveyor

Primary Market Areas: Southwest Pacific Coast.

Services: For yachts and commercial vessels under 150 ft: buyer's condition and value surveys, insurance condition and value surveys, damage surveys, damage claims, trip surveys, and consultation.

Conrad Birkhoff, Naval Architects

Laufgraben 37
2000 Hamburg 13, D-2000 Germany
Tel.: (4940) 449127
Telex: 217 35 36 CBHH D
Conrad C. Birkhoff, President

Primary Market Areas: Worldwide.

Services: Designers, supervisors, and brokers for fishing vessels. Planning experts to the fishing industry. Naval drawing office, delivery assistance, transshipments and training of crew.

Robert S. Blumenstock

R.R. #1, South Bald Hill Rd.
New Canaan, CT 06840
Tel.: (203) 966-4325
Robert S. Blumenstock

Primary Market Areas: New England, Mid-Atlantic States.

The Boat House

P.O. Box 45
Port Mansfield, TX 78598
Tel.: (512) 944-2202
Dale R. Vandermolen, Owner/Operator

Primary Market Areas: Gulf Coast States.

Services: Complete marine repair service, specializing in light marine diesel application in commercial and pleasure craft. Hull repairs of all kinds. Marine surveyor of hulls and cargoes, performing damage, condition and value surveys, out turn, draft, etc. surveys. Cargo consultants.

Branches & Personnel:

Dale R. Vandermolen, Owner/Operator
3336 Floyd
Corpus Christi, TX 78598
Tel.: (512) 855-3801

Red Dog Charters
Dale R. Vandermolen, Owner/Operator
P.O. Box 45
Port Mansfield, TX 78598

Bob Wallstrom, Small Craft Design & Survey, Inc.

Brooklin, ME 04616
Tel.: (207) 359-8327
Bob Wallstrom, President

Primary Market Areas: National.

Services: Small craft design, for pleasure, commercial, sail or power craft. Marine surveys (New England area only) specializing in small craft of any kind.

Brandmeyer & Associates

117 E. Eighth St., Suite 300, Professional Bldg.
Long Beach, CA 90813
Tel.: (213) 437-2911 or 547-5140
Donald Brandmeyer, Owner

Primary Market Areas: National. All countries, but primarily Latin America and the Far East.

Services: Hull, cargo and engineering surveys and salvage.

Thomas P. Brittain

9957 Campus Way So.
Upper Marlboro, MD 20870
Tel.: (301) 350-3222
Thomas P. Brittain

Primary Market Areas: National.

Services: Hull and equipment surveys, condition and valve consultation.

Bruce Abernathy Ship & Yacht Brokers

32600 Hwy. 20
Fort Bragg, CA 95437
Tel.: (707) 964-0473
Bruce Abernathy, Broker

Primary Market Areas: Southwest Pacific Coast, Pacific Northwest.

C.J. Mackenzie and Associates, Ltd.

965 A2 Nimitz Hwy.
Honolulu, HI 96817
Tel.: (808) 538-3260

Primary Market Areas: Hawaii.

Services: Specialize in machinery, hulls and cargo. Represents National Cargo Bureau and Lloyds Register of Shipping.

C.R. Cushing & Co., Inc.

Ste. 5073, One World Trade Center
New York, NY 10048
Tel.: (212) 432-0033
Telex: 423963
Philip B. Kimball, Vice President

Primary Market Areas: Worldwide.

Services: Provide diversified technical and management consulting services to the marine transportation industry: naval architecture and marine engineering, port and terminal facilities and materials handling, and general engineering and marine transportation economic studies, including feasibility studies, economic analyses, surveys, testing, inspection, etc.

Branches & Personnel:

C. R. Cushing & Co. GmbH
Uwe Hanssen, Managing Director
Lilienstrasse 11
2000 Hamburg 1, Germany
Tel.: 32 49 23
Telex: 2163832

Capt. Bryan H. Smith, Inc.

2736 Shelter Island Dr.
San Diego, CA 92106
Tel.: (714) 224-3164
Bryan H. Smith, President

Primary Market Areas: South Atlantic States, Southwest Pacific Coast, Netherlands Antilles, Panama, Equador, Peru, Mexico, Guam, New Zealand, Phillipines.

Services: Unclassed yachts and commercial vessels, including fishing vessels.

Capt. Ed Hansen

P.O. Box 1022
Ft. Myers, FL 33902
Tel.: (813) 332-0456
Ed K. Hansen, Owner

Primary Market Areas: Gulf Coast States, Mexico.

Capt. Harold E. Aune & Associates, Inc.

P.O. Box 504
Ilwaco, WA 98624
Tel.: (206) 642-3785
Forrest A. Siemroth, President

Primary Market Areas: Pacific Northwest.

Services: Condition and evaluation surveys, fishing, pleasure and tow boats; hull and engine damage surveys; ultrasonic steel gauging surveys; all other related surveys to above type vessels.

Captain R.A. Phillips & Associates

7100 4th Ave. N.
St. Petersburg, FL 33710
Tel.: (813) 345-0287
Robin A. Phillips, President

Primary Market Areas: Worldwide.

Services: Marine survey, all aspects. International boat delivery, sail and power.

Capt. R. J. Fearon & Associates

P.O. Box 1484
Tampa, FL 33601
Tel.: (813) 229-9301
Telex: 52-861
Robert J. Fearon, Consulting Engineer and Surveyor

Parent Co.: Baycon Industries, Inc.

Primary Market Areas: South Atlantic States, Gulf Coast States, Caribbean area.

Services: Tugs, barges, dredging, bridge building, dock and harbors, small vessel repair and building. Marine survey and engineering work are separated from repair.

Captain Van, Inc.

552 5th St., P.O. Box 53
Port Arthur, TX 77640
Tel.: (713) 982-2911
John F. Vandegrift, Sr.

Primary Market Areas: Eastern Texas and Western Louisiana ports.

Services: Compass adjusters, inspectors and certifiers of ship and dock material handling devices, general marine surveying, consultant in all phases of marine operations, expert court witness, chart agency (NOS and DMA).

Captain Tom Smith & Associates

11320 S.W. 108 Court
Miami, FL 33176
Tel.: (305) 238-0202
Tom Smith, Principal Surveyor

Primary Market Areas: Worldwide.

Services: Representing Panama Bureau of Shipping, Helinic Registry, Fireman's Fund Insurance Co., Chubb Group of Insurance Companies, Hull, Cargo, P & I, Yacht Purchase and Condition, Ultrasonic (Audio) Gauging Technicians.

Caribbean Marine, Inc.

P.O. Box 1205
Tarpon Springs, FL 33589
Tel.: (813) 934-6759
John W. Shortall III, President

Primary Market Areas: National, Europe, South America.

Services: Design of recreational and commercial craft up to 200 feet LOA, including commercial fishing, misc. commercial, power boats, and sailing vessels including yachts and commercial sailing craft. Surveying vessels, especially sailing craft. Computer-aided design.

R. Day Cartwright, Marine Surveyor

P.O. Box 205
Boothbay, ME 04537
Tel.: (207) 633-5062
Robert D. Cartwright, Marine Surveyor.

Primary Market Areas: National.

Services: Yachts and commercial vessels; buyer's, insurance, donation and maintenance surveys. Audiogauging, barrier coat protection analysis. Compression test (gasoline engines only). Spectrochemical analysis of lube oil. Consultation.

Case Existological Laboratories, Ltd

783 Cave St.
Victoria, B.C. V9A 5T6 Canada
Tel.: (604) 386-2938
Telex: 049-7493
Murdo D. Smith, Vice - President.
Services: Complete design of vessels, specifications, construction supervision, construction contract administration, oil analysis, trouble shooting, appraisals and vibration analysis. Standard designs available.
Branches & Personnel:
Dennis McGee, Chief Construction Supervisor.

John N. Case, President.
2203 Timberloch Pl. Suite 235/P.O. Drawer 23
The Woodlands, TX 77380
Tel.: (713) 367-5480

Charles N. Powers, Inc.

P.O. Box 482
Newburyport, MA 01950
Tel.: (617) 462-2663
Charles N. Powers, President.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States.
Services: For pleasure and commercial vessels under 500 tons, perform condition and value surveys, damage surveys and adjusting, and consulting.

Chase, Leavitt and Co.

10 Dana St., P.O. Box 589
Portland, ME 04112
Tel.: (207) 772-3751
TWX 710-221-6349
William Leavitt, President.
Primary Market Areas: New England.
Services: Marine surveyors, steamship agents, customs brokers, international freight forwarders. Also, marine engine repairs and gear repairs.

Chesapeake Marine Surveys

P.O. Box 322
Mayo, MD 21106
Tel.: (301) 798-5077
Marvin C. Dawson, Jr., Marine Surveyor.
Primary Market Areas: Mid-Atlantic States.
Services: Survey vessels up to 150 ft.; wood, fiberglass, steel, and aluminum; commercial and pleasure; yachts and work boats.

Robert M. Chiles, P.E. Engineers, Consultants & Marine Surveyors

529 Tryon Palace Dr., P.O. Box 3496
New Bern, NC 28560
Robert M. Chiles, Principal.
Primary Market Areas: Mid-Atlantic States.
Services: Naval architecture and marine engineering for steel work boats, deck gear and machinery. Marine survey of steel, wood and fiberglass hulls. Engineering consultant for shipyards, insurance industry and fisheries operations. Marine railway inspection and design.

Clark Marine Surveys

P.O. Box 6095
Portsmouth, VA 23703
Tel.: (804) 484-0444
Harry A. Clark, President.
Primary Market Areas: Mid-Atlantic States.
Services: Commercial and yacht condition and damage surveys, appraisals. Special cargo operations. Maritime consulting services. Assistance in investigations and case preparation in admiralty.

Coastal Marine Surveying and Consulting, Inc.

815 Chehalis St. N.
Montesano, WA 98563
Tel.: (206) 249-5698
Forest (Woody) H. Mayer, Surveyor.
Primary Market Areas: National.
Services: Condition and valuation, damage, repairs, new construction on commercial fishing vessels, towing and barges. Insurance claims and condition, consulting in above areas. Vessel documentation.

Moses Daniel Cohan

303 Cedar Rd.
New Milford, NJ 07646
Tel.: (201) 261-6920
Moses Daniel Cohan.
Primary Market Areas: New York City area.
Services: Conditional and Appraisal Surveys of Boats.

Tom Cook, Marine Consultant

Rte. 1, Box 522
Dunnellon, FL 32630
Tel.: (904) 489-4028
Tom Cook, Marine Consultant.
Primary Market Areas: South Atlantic States, Gulf Coast States, Worldwide.
Services: Sales and appraisals of commercial fish boats and equipment. Surveys approved by National Marine Fisheries Service, Production Credit Association and Lloyds of London, worldwide. Approved expert witness in state/federal admiralty cases. Surveyed the largest molded fiberglass commercial vessel in the U.S. and the world's largest Airex motor yacht. 26 years boat building and repairing experience.

Capt. Edwin E. Crusoe IV

P.O. Box 848
Key West, FL 33040
Tel.: (305) 296-5512
Edwin E. Crusoe IV, Captain.
Parent Co.: Key West Marine Services
Primary Market Areas: South Atlantic States, Gulf Coast States, Bahamas.
Services: Marine surveying, consulting, compass adjusting, clearance and entry, documentation, and agency.
Branches & Personnel:
Keys Marine Services
Edwin E. Crusoe IV, Captain.
Rt. 2, P.O. Box 306
Summerland Key, FL 33042
Tel.: (305) 872-9073

D. D. Newton & Associates, Inc.

2837 Perkins Ln. West
Seattle, WA 98199
Tel.: (206) 285-4205
Daniel D. Newton, President and Principal Surveyor.
Primary Market Areas: National.
Services: Condition and value survey for commercial and pleasure craft. Damage survey for commercial and pleasure craft. Cargo damage survey. Cargo loading survey.

Edward H. Davis, Marine Surveyer & Consultant

2943 83rd St. Gulf, P.O. Box 2342
Marathon Shores, FL 33052
Tel.: (305) 743-5330
Edward H. Davis, Owner.
Primary Market Areas: South Atlantic States.
Services: Condition and valuation marine surveys, damage surveys for hull and machinery, diesel engine destruction surveys, insurance surveys, consulations, bank and insurance company surveys.

Dierlam and Dierlam

P.O. Box 3889
Brownsville, TX 78520
Tel.: (512) 546-1583
Manning P. Dierlam, President.
Primary Market Areas: Gulf Coast States, Central America.
Services: Marine surveyor of ships, small craft, barges, tugs and sail and power yachts; member, R.I.N.A. (Registro Italiano Navale Assoc.), Lloyd's subagent; National Cargo Bureau correspondent; member, A.I.M.U. (American Institute of Marine Underwriters); hull, machinery, steam and diesel repair and appraisal; salvage supervision; fishing trawler adaptation.

Donald Brandmeyer & Associates

Suite 300, Professional Bldg., 117 E. Eighth St.
Long Beach, CA 90813
Tel.: (213) 519-1979 or 437-2911
Donald W. Brandmeyer, Owner.
Primary Market Areas: Western Hemisphere.
Services: Engineering, claims investigation, expert witness, hull, and cargo.

East Coast Maritime Services

3384 Peachtree Rd., N.E.
Atlanta, GA 30326
Tel.: (404) 261-4184
Telex: 54-2459
Robert S. Bartek, Staff Surveyor.
Primary Market Areas: South Atlantic States, Gulf Coast States.
Services: Marine surveyor. Marine insurance brokers covering hull, cargo, P & I, builders risks, marinas, yachts, etc.
Branches & Personnel:
Inland Overseas Marine Associates
Robert S. Bartek, Executive Vice President.
3384 Peachtree Rd., N.E.
Atlanta, GA 30326
Tel.: (404) 261-4109
Telex: 54-2459

Inland Overseas Marine Associates
Paul Tobin, Vice President.
3535 Lawton Rd.
Orlando, FL 32803
Tel.: (305) 896-4360
Telex: 56-4360

* Electronics For Yachting

1525 S.E. 16 St.
Ft. Lauderdale, FL 33316
Tel.: (800) 327-9384 or (305) 525-3478
TWX 510-955-9484
Donald S. Trumbull.
Parent Co.: Marine Electronics International Corp.
Primary Market Areas: Worldwide.
Services: Electronic surveys, value and condition.

F. K. Wyatt, Marine Surveyor, Incorporated

1071 Shafter St.
San Diego, CA 92106
Tel.: (714) 223-8167
J. J. Flachsenhar, Marine Surveyor.
Primary Market Areas: Southwest Pacific Coast.
Services: Commercial and pleasure vessels, condition and valve surveys up to approx. 100 ft. Tuna fishing vessels, condition and valve surveys up to approx. 250 ft. Damages surveys.

Fireman's Fund Insurance Co.

110 William St.
New York, NY 10038
Tel.: (212) 742-2600
Norman A. Schmidt, Marine Surveyor.
Parent Co.: American Express
Primary Market Areas: National.

Florida Marine Surveyors

2269 Ranchette Ln.
Palm Harbor, FL 33563
Tel.: (813) 784-3361
J.M. Beijar, Owner.
Parent Co.: Beijar, Inc.
Primary Market Areas: Florida.
Services: Marine surveys for pre-purchase, insurance, damage or loss claims, and pre-financing of small commercial craft and/or gear. Consultations and construction or pre-construction surveys also made.

Fredricks Marine Corp.

230 26th St.
New Orleans, LA 70124
Tel.: (504) 482-0474
Earl J. Fredricks.
Primary Market Areas: Gulf Coast

States, Caribbean.
Services: Surveyors: damage, condition, valuation.

Georges River Boat Bldg. & Repair

Booker St.
Thomaston, ME 04861
Tel.: (207) 354-2465
Basil F. Day, Owner.
Primary Market Areas: New England.
Services: Build boats of wood or fiberglass, sail or power; finish fiberglass hulls, sail or power; wood masts to 100 feet plus, solid or hollow.

Harry's Boats-McKay Marine Ways

1935 Tongass Ave.
Ketchikan, AK 99901
Tel.: (907) 225-2725 or 225-3790
Harry C. Ludwigsen, President and Owner.
Parent Co.: Harry C. Ludwigsen, Inc.
Primary Market Areas: Pacific Northwest.
Services: Two covered marine railways with haulouts up to 400 tons, 115 ft. length, 12 ft. depth and 24 ft. beam. Services include: shipwrights; caulkers; joiners; mechanics; certified welders, steel and aluminum; painters; sandblasting and fiberglass repairs. Marine surveys, both condition and evaluation.

Linwood E. Hart, Registered Marine Surveyor

P.O. Box 514
Plymouth, MA 02361
Tel.: (617) 746-2640
Linwood E. Hart.
Primary Market Areas: National.
Services: Surveys and consultations on hull, machinery and equipment as to appraisals and loss and damage of yachts and commercial vessels of all types.

Hawaii Marine Consultants Ltd

P.O. Box 1855
Kahului, HI 96732
Tel.: (808) 575-2340
Rick Gaffney, President.
Primary Market Areas: Hawaii, Pacific island nations.
Services: Development of fishing business pro formas, plans, approaches and feasibility studies for fisheries in Hawaii and the Pacific. Specialize in Pacific area fisheries, vessel outfitting and marine surveying through subsidiary Hawaii marine surveyors, and promotion of marine related business-all media.

Henry C. Halboth & Co., Inc.

15 Exchange Pl.
Jersey City, NJ 07302
Tel.: (201) 451-1121
Telex: 128285 ATT HALBOTH
Henry C. Halboth, President.
Primary Market Areas: National, Caribbean and Latin America.
Services: Marine surveyors and consultants in hull, machinery and marine structures. Preparation of damage survey reports and repair specifications; estimation, negotiation and review of repair costs; supervision of repairs, conversions and overhauls; inspections for condition, value and suitability for service/trip in tow; on/off charter (hire) condition surveys; deadweight (draft) survey calculations; bunker (fuel oil) survey calculations; stability investigations; salvage feasibility analysis and planning; salvage engineers and international consultants.
Branches & Personnel:
Henry C. Halboth, President.
51 Bingham Ave.
Rumson, NJ 07760
Tel.: (201) 741-6806

Pembroke Huckins

Thornfield Farm, Rt. 2, P.O. Box 324
Eden, NC 27288
Tel.: (703) 650-3434
Pembroke Huckins, Marine Surveyor.
Primary Market Areas: National.
Services: Commercial vessels and yachts: survey for purchase, insurance condition and value, loss or damage, estimates for repair, appraisal, oversight of new construction or conversions. Product liability. Damaged cargo. On/off charter. Inspections of shipyards, hoists. Expert witness. Consultation.

Donald R. Hudson Naval Architects, Inc.

Swan Island, Drydock Area, Building 50
Portland, OR 97212
Tel.: (503) 285-7107
Donald R. Hudson, President.
Primary Market Areas: Pacific Northwest.
Services: Naval architecture, marine engineering: vessels of all types; complete systems design, site development, marine surveys, cost and feasibility analyses. Hydro-statics: displacement, trim and stability. Hydro-dynamics: hull resistance, speed and power.

Roger F. Hughes, Marine Surveyor

20 Holmes St.
Mystic, CT 06340
Tel.: (203) 446-9473
Roger F. Hughes, Proprietor.
Primary Market Areas: New Haven, Conn. to Newport R.I.
Services: Survey of vessels under 100 tons gross. Basic hull survey, not including machinery or electronics. Ultrasonic inspection service. Surveys for buyers, insurance or appraisal.

Hull & Cargo Surveyors, Inc.

100 Pine St.
San Francisco, CA 94111
Tel.: (415) 362-3791
Robert A. Wehnau, Principal Surveyor.
Primary Market Areas: National, Japan, Hong Kong, Korea, Okinawa, Singapore, Taiwan, Thailand.
Services: Hull inspection and valuation, hull and machinery damage, cargo loss and damage.
Branches & Personnel:
Joseph M. McLaughlin, Principal Surveyor.
99 John St.
New York, NY 10038
Tel.: (212) 732-0650 or 374-3540
TWX HULANCARGONEWYORK

Robert O'Laughlin, Principal Surveyor.
110 West Rd.
Towson, MD 21204
Tel.: (301) 321-5965 or 321-5968

Richard R. Miner, Principal Surveyor.
One Federal St.
Boston, MA 02110
Tel.: (617) 482-3879

George Brookfield, Principal Surveyor.
578 Azalea Rd., Suite 109
Mobile, AL 36609
Tel.: (205) 666-0975

Tim E. Donney, Principal Surveyor.
110 Veterans Memorial Blvd.
Metaire, LA 70005
Tel.: (504) 834-3244

Kenneth W. Brammer, Principal Surveyor.
Koger Executive Center, Bldg. 20, Suite 209
Norfolk, VA 23502
Tel.: (804) 461-8935 or 461-8947

Robert L. Willis, Principal Surveyor.
7733 Forsyth Blvd., Suite 754
St. Louis, MO 63105
Tel.: (314) 727-7570 or 727-7573

Robert A. Wehnau, Principal Surveyor.
100 Pine St.
San Francisco, CA 94111
Tel.: (415) 362-3791

Albert F. Dugan, Jr., Principal Surveyor.
201-B Calle Tetuán, P.O. Box 1592
San Juan, PR 00903
Tel.: (809) 722-5252 or 722-2166
TWX H CSURI 3450344

Richard T. Murdock, Principal Surveyor.
203 Vanguard Blvd., 110 S. Hanover Blvd.
Tampa, FL 33609
Tel.: (813) 876-2874

Global Marine Services Ltd.
W.C.D. Hudson, Principal Surveyor.
1155 West Pender St., Suite 303
Vancouver, BC V6E-2P4 Canada
Tel.: (604) 688-0654

Arthur B. Wray, Principal Surveyor.
936 Wilmington Blvd.
Wilmington, CA 90744
Tel.: (213) 830-4160
TWX HULCARGO

George H. Bark, Principal Surveyor.
1525 S. Andrews Ave., Suite 206
Fort Lauderdale, FL 33316
Tel.: (305) 462-6235

Karl H. Reiter, Principal Surveyor.
4800 San Felipe Rd.
Houston, TX 77027
Tel.: (713) 877-5858
TWX HULCARGO

Kenneth Hamilton, Principal Surveyor.
4161 Carmichael Ave.
Jacksonville, FL 32207
Tel.: (904) 399-4114 or 399-4115

Hull & Cargo Surveyors, Inc.

99 John St.
New York, NY 10038
Tel.: (212) 732-0650 or 374-3540
William F. Warm, President.
Primary Market Areas: National, Western Europe, Latin America, Puerto Rico and West Indies.
Services: All facets of marine survey field. Acceptable to both domestic and foreign insurance underwriters. Condition and valuation inspections, as required by national fisheries.
Branches & Personnel:
R.T. Murdock, Supervising Surveyor.
110 South Hoover, Suite 203
Tampa, FL 33609

Ken Hamilton, Principal Surveyor.
Martin Building, Suite 216, 4161 Carmichael Ave.
Jacksonville, FL 32207

Captain George Bark, Principal Surveyor.
2102 N. Andrews Ave.
Ft. Lauderdale, FL 33311

Captain George Brookfield, Principal Surveyor.
578 Azalea Rd., Suite 109
Mobile, AL 36609

Robert O'Loughlin, Principal Surveyor.
110 West Rd.
Towson, MD 21204
Tel.: (301) 321-5965 or 321-5968

Richard R. Miner, Principal Surveyor.
One Federal St.
Boston, MA 02110
Tel.: (617) 482-3879

Karl H. Reiter, Principal Surveyor.
4800 San Felipe Rd.
Houston, TX 77027
Tel.: (713) 877-5858

Tim E. Donney, Principal Surveyor.
110 Veterans Memorial Blvd.
Metairie, LA 70005
Tel.: (504) 834-3244

Kenneth W. Brammer, Principal Surveyor.
Building 20, Suite 209, Koger Executive Center
Norfolk, VA 23502
Tel.: (804) 461-8935 or 461-8947

Robert L. Willis, Principal Surveyor.
7733 Forsyth Blvd., Suite 754
St. Louis, MO 63105
Tel.: (314) 727-7570 or 727-7573

Robert A. Wehnau, Principal Surveyor.
100 Pine St.
San Francisco, CA 94111
Tel.: (415) 362-3791

Albert F. Dugan, Jr., Principal Surveyor.
201-B Calle Tetuán, P.O. Box 1592
San Juan, PR 00903
Tel.: (809) 722-5252 or 722-2166
TWX HCSURI 3450344

Global Marine Services, Ltd.
W.C.D. Hudson, Principal Surveyor.
1155 West Pender St., Suite 303
Vancouver, BC V6E 2P4
Tel.: (604) 688-0654

Arthur B. Wray, Principal Surveyor.
936 Wilmington Blvd.
Wilmington, CA 90744
Tel.: (213) 830-4160

John M. Hurtt, Jr.

49 Laurelwood
San Antonia, TX 78213
Tel.: (512) 344-5433
John M. Hurtt, Owner.

Primary Market Areas: Southwest Texas and Mexican border.

Services: Registered member of National Association of Marine Surveyors. Condition and/or damage surveys on any craft under 100 ft. Cargo claims.

Inland Surveyors,Inc.

710 N. Plankinton Ave., Suite 903
Milwaukee, WI 53203
Tel.: (414) 276-4727
TWX 910-262-1199
John D. Boltz, President.

Primary Market Areas: Gulf Coast States, Great Lakes States.

Services: Hull damage and condition; hull on - and off-hire; cargo out-turn, damage and packaging.

Branches & Personnel:

John G. Van Lioshout, Vice President.
228 N. La Salle St., Suite 1257
Chicago, IL 60601
Tel.: (312) 329-9881
TWX 910-262-1199

I.T.S. Marine Surveyors

P.O. Box 5808
Tampa, FL 33675
Tel.: (813) 247-3635
Nathan B. Tracy, Branch Manager.

Parent Co.: Intermodal Transportation Service

Primary Market Areas: Mid-Atlantic States, Gulf Coast States.

Services: Pre-purchase surveys of fish boats and yachts; insurance surveys of fish boat and yachts; damage surveys; ultrasonic gauging; consultations. Insurance adjuster.

Branches & Personnel:

W. G. Cherry, Branch Manager.
P.O. Box 759
Portsmouth, VA 23704
Tel.: (804) 399-7504

James W. Boakes & Co.

P.O. Box 337
Thorofare, NJ 08086
Broyce B. Lexton, Vice President, General Manager.

Parent Co.: Delaware & Chesapeake Corp.

Primary Market Areas: Worldwide.

John Ordway & Associates

12 Auburn St., P.O. Box 174
Newburyport, MA 01950
Tel.: (617) 462-9929
John R. Ordway, Director.

Primary Market Areas: National, Canada.

Services: Economic and operational analyses and design of vessel components, vessels, shoreside equipment, ports and harbors. Business planning services for cooperatives, individuals, corporations. Feasibility investigations of catching, processing, holding, and distribution systems. Special product procurement and project management. Computer-based data management, trend analyses, optimization/projection. User need and impact investigations. Expert witness testimony.

John P. Colletti & Associates

P.O. Box 13378
Pittsburgh, PA 15243
Tel.: (412) 561-6000
John P. Colletti, President.

Primary Market Areas: Worldwide.

Services: Hull and machinery surveys, cargo surveys, export packing consulting, new construction supervision, ultra sonic gaugings, and appraisals of steam, diesel, electric power systems.

Branches & Personnel:

Robert Gilham, Marine and Industrial Survey Engineer.
P.O. Box 2
Hamburg, NY 14075
Tel.: (716) 649-8855

Kambarn & Associates

1815 N.W. 201st
Seattle, WA 98177
Tel.: (206) 542-8164
M. L. Kambarn, Owner.

Primary Market Areas: National.

Services: Marine surveying, condition and valution, accident investigation, insurance surveys, fire investigations, general casualty investion. Marine and industrial safety consultations.

Kaufman & Ladd

222 Severn Ave.
Annapolis, MD 21403
Tel.: (301) 263-5091
F. Michael Kaufman, Vice President.

Primary Market Areas: National.

Services: Design and survey, principally of yachts; all materials, including fiberglass, wood, aluminum, steel.

Learned Associates, Inc.

89 West Main St.
North Kingstown, RI 02852
Tel.: (401) 294-9232
Richard F. Learned, President.

Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States.

Services: Condition, construction, insurance, financing, and prepurchase surveys. Loss surveys and damage control services. Ultrasonic hull gauging.

Stanley F. Lowe, Marine Surveyor

6531 Peacock Rd.
Sarasota, FL 33581
Tel.: (813) 349-2050
Stanley F. Lowe, Owner.

Primary Market Areas: Western Florida.

Services: Condition and valuation surveys. Consulting services.

Lusty & Turner

Harris Island
York, ME 03909
Tel.: (207)439-9403
Wilbur L. Turner, Partner.

Primary Market Areas: New England, Abaco, Bahamas.

Services: Commercial and pleasure vessel condition and valuation surveys. Damage appraisals.

M. B. Mount, Inc.

P.O. Box 7253
Fort Lauderdale, FL 33338
Tel.: (305) 764-2771
Russ Genner, President.

Primary Market Areas: Worldwide.

Services: Commercial vessels: loss, condition, insurance surveys on tugs, draggers, and barges. Yacht surveys of all kinds. Supervision renovations and repairs. Cargo: southeast representative, overseas underwriters. Docks, bulkheading, marinas: design. Permit application coordination. Construction supervision. Management supervision and consultation.

M. Rosenblatt & Son, Inc.

350 Broadway
New York, NY 10013
Tel.: (212) 431-6900
Arnold M. Stein, Assistant to President.

Primary Market Areas: National, Japan.

Services: All areas of naval architecture U.S. Navy, commercial fleet, and off shore structures. Recommendations and approvals of all types of fishing vessel gear and equipment.

Branches & Personnel:

Amos Baki, Branch Manager.
2341 Jeff Davis Hwy., Century Bldg., Suite 540
Arlington, VA 22202
Tel.: (703) 892-5681

Fred Kaufman, Branch Manager.
667 Mission St.
San Francisco, CA 94105
Tel.: (415) 777-0500

Al Adelman, Branch Manager.
1005 Seventh Ave.
San Diego, CA 92101
Tel.: (714) 238-1300

Manson Boat Works, Inc.

68 Bridge Rd.
Salisbury, MA 01950
Tel.: (617) 462-2362
Arthur C. Manson, President.

Primary Market Areas: Worldwide.

Marine Surveyors & Consultants, Ltd.

677 Ala Moana Blvd., Suite 1002A
Honolulu, HI 96813
Tel.: (808) 531-7772
Telex: PPIHNL634104
Dennis D. Smith, Principal Surveyor.

Primary Market Areas: Southwest Pacific Coast, Pacific Northwest, South and Central Pacific.

Services: Condition and insurance surveys, consulting, commercial vessel concepts and designs.

Marine Surveyors, Inc.

2146 Westlake North
Seattle, WA 98109
Tel.: (206) 283-0694
Herbert O. Johnson, President, Surveyor.

Primary Market Areas: Pacific Northwest.

Services: Condition and valuation surveys, damage surveys.

Marine Technical Assistance Group

1240 Rubenstein Ave.
Cardiff-by-the-Sea, CA 92007
Tel.: (714) 753-1847 or 453-2020
William 'Skip' H. Price, Owner.

Primary Market Areas: Worldwide.

Services: Marine science prototype and specialty equipment. Design consultation, engineering and fabrication. Vessel charters, boat service and diving services. Vessel outfitters, marine surveyors, vessel deliveries anywhere in the world, with U.S.C.G. licensed captains and crews. Vessel management and maintenance, refinishing. Physical science and biological field technicians. Ecological consultant.

Branches & Personnel:

W.H. "Skip" Price, Owner.
11689 K Sorrento Vly. Rd.
San Diego, CA 92121
Tel.: (714) 453-2020

Mayer & Associates Marine Surveyors

4091 St. Paul Blvd.
Rochester, NY 14617
Tel.: (716) 266-7508
Edward E. Mayer.

Primary Market Areas: Great Lakes States.

Charles R. McCardell, Naval Architect/Marine Surveyor

366 Tennessee Ave.
Mill Valley, CA 94941
Tel.: (415) 388-9362
Charles R. McCardell.

Primary Market Areas: Southwest Pacific Coast.

Services: Naval architect covering: hull and machinery design, cargo gear and materials handling, stability, and port and terminal design. Marine surveyor for steel, aluminum, and wood vessels.

James F. McDermott

11634 S.E. 49 St.
Bellevue, WA 98006
Tel.: (206) 747-7622

Primary Market Areas: Pacific Northwest.

Services: Survey for condition and valuation of yachts and small fishing vessels. Damage surveys on above.

Robert L. McMurray

427 Marin Ave.
Mill Valley, CA 94941
Tel.: (415) 388-0900
Robert L. McMurray, Naval Architect, Marine Surveyor.

Primary Market Areas: Southwest Pacific Coast.

Services: Custom designs for yachts and fishing boats, wood or steel. Condition and value surveys for yachts and fishing boats, trip and special damage surveys.

Meadows Marine Surveyors Ltd.

Suite 209, 895 Fort St.
Victoria, BC V8W 1H7 Canada
Tel.: (604) 385-4401
Telex: 049-7118
Terry E. Graham, Captain.
Primary Market Areas: British Columbia, Pacific Northwest.
Services: Condition and detail surveys, on - off hire surveys, damage surveys, salvage and construction supervision.

George E. Meese

194 Acton Rd.
Annapolis, MD 21403
Tel.: (301) 263-4054
George E. Meese, Owner.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Great Lakes States.
Services: Design and survey all kinds of floating equipment, vessels and yachts. Consultation on all kinds of marine problems and ventures.

Mooy Marine Surveyors, Inc.

10001 S.W. 60th Ave.
Miami, FL 33156
Tel.: (305) 667-4390
Arthur F. Mooy, President.
Primary Market Areas: National, Bahamas, Caribbean, Mexico, Europe.
Services: Yacht surveys and consultations.

O. A. Munkwitz P.E.

10260 N.W. Flotoma Dr.
Portland, OR 97229
Tel.: (503) 292-5628
Orville A. Munkwitz, Proprietor.
Primary Market Areas: National.

N. DeWeir & Co., Inc.

Americana House, 10-12 Audrey Ave.
Oyster Bay, NY 11771
Tel.: (516) 922-7901 or (212) 746-3997
Telex: 144599
Norman G. DeWeir, President.
Primary Market Areas: Worldwide.
Services: Correspondents and technical advisors to marine underwriters and vessel owners. Major casualty services, salvage, wreck removal. Fisheries regulatory advisors.

Nor'west Marine Sales

Rt. 4, P.O. Box 4777, 9213 Long Run Dr.
Juneau, AK 99803
Tel.: (907) 789-9490
Bob Murphy, Owner.
Primary Market Areas: Southeast Alaska.
Services: Marine appraisals and surveys.

Norman L. deVall Associates

P.O. Box 746
Mendocino, CA 95460
Tel.: (707) 937-0123
Norman L. deVall, Marine Surveyor.
Primary Market Areas: Southwest Pacific Coast, Pacific Northwest.
Services: Marine surveys for commercial vessels.

Ocean Oil International Engineering Corporation

3019 Mercedes Blvd.
New Orleans, LA 70114
Tel.: (504) 367-4072
Hector V. Pazos, President /Owner.
Primary Market Areas: National, All countries in Europe, S. America, Mexico, Canada, Japan, Africa.
Services: Ship design, ship conversions, barges and workboats, offshore design, marine salvage, shipyard design, feasibility reports, admiralty law expertise, consultants, field assistance, project management.
Branches & Personnel:
P & J Seafood, Inc.
Hector V. Pazos, President.
3019 Mercedes Blvd.
New Orleans, LA 70114
Tel.: (504) 831-3593

Oceanic Technologists, Inc.

P.O. Box 252
Waldoboro, ME 04572
Tel.: (207) 832-7981
Telex: 144599
Norman G. DeWeir, President.
Primary Market Areas: National, Latin America, Carribean, Far East.
Services: Salvage/wreck removal, oil pollution containment and clean-up, pier damage, fisheries advisors.
Branches & Personnel:
242 Asharoken Ave.
Northport, NY 11768
Tel.: (516) 261-1537
Telex: 144599

Oceanjet

522 Queenanne Rd.
Paso Robles, CA 93446
Tel.: (805) 238-6218
Ted Nash, President.
Primary Market Areas: National, Europe and Japan.
Services: Marine Agent for: 1. Kanemasa Shirasu, President, Sea Affairs, Inc., 17-34 Komachi 2-chome, Kamakura-shi, Kanagawa-ken, Japan 2. John Fryer, President, Allen and Simmonds Ltd., Marine Engineering, Thames Side, Reading, England 54471.

Offshore Marine Enterprise, Inc.

238 Sunset Dr. S.
St. Petersburg, FL 33707
Tel.: (813) 345-7695
Douglas J. Reddy, President.
Parent Co.: Florida Corp.
Primary Market Areas: Gulf Coast States.
Services: Design and building of specialized fishing boats, longline gear, etc. Management of longline and bottom fishing boats.

Offshore Shipbuilding, Inc.

Stokeslanding Rd., P.O. Box 447
Palatka, FL 32077
Henry Hostrup, Manager.
Primary Market Areas: South Atlantic States.
Services: Complete design and building services for steel fishing boats, tugs, barges, pilot boats, ferry boats and utility supply boats. Also have railway for hauling up to 6 ft. draft hulls.

J.B. Oliveros, Marine Surveyor

127 Marlin St.
Galveston, TX 77550
J.B. Oliveros, Owner.
Primary Market Areas: National.
Services: C & V surveys on commercial vessels and yachts. Damage surveys, fire, collision, sinking.

Parker C. Emerson & Associates

17935 Cardinal Dr.
Lake Oswego, OR 97034
Tel.: (503) 638-7286
Parker C. Emerson, Naval Architect.
Primary Market Areas: Worldwide.
Services: Naval architecture, marine engineering, and marine surveying including economic feasibility, interrelationship between vessels and their functional usage, conceptual design, contract design and construction contract administration for placement of vessels into operation. Engineering for military and commercial vessels of all sizes and types for new construction, repair and conversion. Also design specialists for fishing and seafood processor vessels generally in the Pacific Ocean area.

Paul B. Davis & Associates

P.O. Box 10575
Panama City, FL 32401
Tel.: (904) 769-7323
Paul B. Davis, Owner & Principal Surveyor.
Primary Market Areas: Worldwide.
Services: Hull, machinery and cargo surveyors for any size vessel or yacht; worldwide, anytime, anywhere. Condition and value, appraisals, sea trials, draft surveys, on-and-off charter, repair supervision, new construction representative, damage, P & I. Cargo gear, crane and derrick certification, 29 CFR; part 1919.

Port Marine Surveyors, Inc.

1505 Gazin St.
Houston, TX 77020
Tel.: (713) 673-1158
Telex: 76-2546
Paul A. O'Keefe.
Primary Market Areas: National.
Services: All types of hull, cargo, and container surveys and appraisals.
Branches & Personnel:
Pat O. Davidson.
5616 Baker Ct.
Norfolk, VA 23462
Tel.: (804) 497-6873
Telex: 76-2546

Mike O'Keefe,
1815 Junipero
Los Angeles, CA 90806
Tel.: (213) 434-4985
Telex: 76-2546

Potter and McArthur, Inc.

50 Hunt St.
Watertown, MA 02172
Tel.: (617) 923-1322
Gerrit J. Vandissel, President.
Primary Market Areas: National, Canada, Mexico, Caribbean.
Services: Consultants for design, construction supervision, and contract drawings. Construction and shop drawings, marine engineering and naval architecture. Vessels 16 ft. to 500 ft. Fish processing plant engineering, on board and ashore. Condition surveys, appraisal surveys, rigging and outfit surveys. Purchase and sale consulting.

R. A. Stearn, Inc.

253 N. First Ave
Sturgeon Bay, WI 54235
Tel.: (414) 743-8282
TWX 910-270-1375
Richard A. Stearn, President.
Primary Market Areas: Great Lakes States.
Services: Naval architects and marine engineers, design, consulting, and surveys.

R. Reisner & Associates

1500 E. Galer Seattle
Seattle, WA 98112
Tel.: (206) 323-3822
Ron Reisner, Owner.
Primary Market Areas: Pacific Northwest.

Riemer Marine Surveying, Inc.

1038 Tchoupitoulas St.
New Orleans, LA 70130
Tel.: (504) 522-6371
Charles L. Riemer, Jr., President.
Primary Market Areas: Gulf Coast States.
Services: Non-exclusive surveyor to Korean Register of Shipping, Registro Italiano Navale and Nippon Kaiji Kyokai at Baton Rouge, LA. and Gulfport, MS. (in addition to New Orleans).

Robert E. Derecktor, Inc.

311 East Boston Post Rd.
Mamaroneck, NY 10543
Tel.: (914) 698-5020
James R. Mattingly, Sales Manager.
Primary Market Areas: National, Near East, Africa, South America, Phillipines.
Services: Boatbuilders of aluminum and steel construction. Custom and standard designs for fish vessels, military, commercial, sailing and power yachts. Custom gear

and hardware. All maintenance and repair, storage facilities. NY yard: 61,000 sq. ft. enclosed building area, 130-ton crane, railway; RI yard: 50 acres, floating dry dock to 25,000 tons, complete commercial fish accomodations; Florida yard: 17 acres, 400-ton elevator. Sales department includes commercial and pleasure boat brokerage.

Branches & Personnel:

Robert E. Derecktor of Rhode Island, Inc.
Robert E. Derecktor, President.
Building 234, Coddington Cove
Middletown, RI 02840
Tel.: (401) 847-9270

Derecktor-Gunnell, Inc.
Skip Gunnell, Vice President.
775 Taylor Ln.
Dania, FL 33004
Tel.: (305) 920-5756

Robert K. Hanson & Associates

P.O. Box 5474
Beaumont, TX 77702
Tel.: (713) 866-1055
R. K. Hanson, Principal Surveyor.

Primary Market Areas: Gulf Coast States.

Services: Condition, valuation, damage.

Robert N. Kershaw, Inc.

P.O. Box 285
Braintree, MA 02184
Tel.: (617) 843-4550
Robert N. Kershaw, President.

Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States.

Services: Conditional and valve surveys for insurance companies. Damage surveys for insurance companies. Buyers' surveys. Appraisals for estates, gifts. Appraisals for financial institutions. New construction progress reports and surveys.

Branches & Personnel:

Robert N. Kershaw, President.
59 Chipping Green Circle
S. Yarmouth, MA 02664
Tel.: (617) 394-0611

Robert W. Reutti & Associates, Inc.

107 E. Mt. Pleasant Ave.
Livingston, NJ 07039
Tel.: (201) 994-3653
Robert W. Reutti, President and Principal Surveyor (NAMS Certificate #130-26).

Primary Market Areas: Mid-Atlantic States.

Services: Commercial hull and machinery (tugs, barges, towboats, derricks, dredges, fishboats), yachts, condition and value on and off hire, trip in two, alterations, repairs and salvage surveys. Stowage and securing high value heavy lift cargos.

Rogers Smith, Inc.

3101 Lake Villa Dr.
Metairie, LA 70002
Tel.: (504) 454-2042
Telex: 58 7392
George Rogers Smith, President.

Primary Market Areas: National, Europe.

Rosborough Boats, Ltd.

P.O. Box 188, Armdale, P.O.
Halifax, NS B3L 4J9 Canada
Tel.: (902) 477-1415
James D. Rosborough, President.

Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Canadian Atlantic provinces.

Services: Build and repair wooden fishing vessels 20 ft. to 45 ft. l.o.a. Build 16 ft., 18 ft., 20 ft., and 26 ft. fiberglass fishing vessels. Build wooden pleasure or commercial sailing vessels in 30 ft. to 100 ft. range. Manufacture vessels in wood, pre-cut kit form for do-it-yourself-boats. Brokers and sales agents of commercial fishing vessels.

Rudolph F. Matzer & Assoc., Inc.

13891 Atlantic Blvd.
Jacksonville, FL 32225
Tel.: (904) 246-6438
TWX 810 828 6094
Rodney E. Lay, President.

Primary Market Areas: Worldwide.

Services: Specializes in the design of research vessles, heavy lift vessels, roll-on/roll-off vessels, tugboats and fishing vessels. Services offered range from contract drawings and specifications to preparing actual shop construction drawings.

S. A. S. Designers

1263 Lake Circle Dr.
Mobile, AL 36609
Tel.: (205) 661-5070
S. E. Schapals, Owner, Naval Architect.

Primary Market Areas: National, Germany.

Services: Fishing vessels, supply vessels, tugs, pushboats. Dry docks, yard facilities, lofting, tape digitizing. Ocean going yachts up to 200 ft.

Samuel F. Alston Corp.

515 Bay Ln.
Miami, FL 33149
Tel.: (305) 361-5650
Sam Alston, President.

Primary Market Areas: Worldwide.

Services: Yacht purchase surveys to 150 ft., condition and appraisal surveys, marine damage surveys.

San Juan Propeller Service, Inc.

159 Fernandez Juncos Ave., P.O. Box 2689
San Juan, PR 00903
Tel.: (809) 725-2220
Frank I. Singleton, Owner, Gen Manager.

Primary Market Areas: Gulf Coast States, Caribbean area.

Services: Surveyor services: Repairs, overhauls and damage.

Branches & Personnel:

San Juan Shipyard
Frank I. Singleton, Gen. Manager.
Isla Grande Airport, P.O. Box 13952
San Juan, PR 00908
Tel.: (809) 725-2207 or 725-2282 or 725-2259

Schmahl and Schmahl, Inc.

Schmahl Building, 1209 S.E. Third Ave.
Fort Lauderdale, FL 33316
Tel.: (305) 522-0689 or (800) 432-0656
Telex: 514489
Earl S. Clay, Jr., Vice President.

Primary Market Areas: National, Germany, Japan, France, Norway, Netherlands.

Services: Underwriters' surveyors, claims agents, classification surveyors, and surveyors to governments of Liberia and The Bahamas. Admiralty Law.

Branches & Personnel:

Daniel J. Avoures, Naval Architect, Manager.
5700 Memorial Hwy.
Tampa, FL 33615
Tel.: (813) 884-4482
Telex: 514489

Richard A. Cassar, Manager.
2121 Corporate Square Blvd., Suite 150
Jacksonville, FL 32216
Tel.: (904) 721-1699
Telex: 514489

Russell Brierly, Manager.
8102 De Leon
Houston, TX 77061
Tel.: (713) 643-4341
Telex: 514489 (INTREPID)

Searig Sail Systems Co.

73 Vauxhall St.
New London, CT 06320
Tel.: (203) 388-3614
Capt. Ted Charles Cohen, President.

Parent Co.: Seven Seas Yachts, Inc.

Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Windward and Leeward Islands.

Services: Design and build sailing rigs for commercial vessels and yachts. 3 vessels available for lease or charter for ocean research, educational programs, oceanography, marine biology. Seven Seas Cruises.

Branches & Personnel:

Saybrook Marine Services
2 Clark St.
Saybrook, CT 06475
Tel.: (203) 443-3484

Seven Seas & Searig
c/o Vernon Edwards Agents
St. John, Antigua West Indies

Seaworthy, Inc.

P.O. Box 433
Mystic, CT 06355
Tel.: (203) 536-3509
Joel H. Kelly.

Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States.

Services: Surveying, testing and inspection for the marine industry. Ultrasonic testing of hulls, structural and tank welds. Marine casualty investigations, appraising and adjusting. Test and inspection of boilers, piping, winches and deck gear.

Siegfried Schapals

1263 Lake Circle Dr.
Mobile, AL 36609
Tel.: (205) 661-5070

Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Southwest Pacific Coast, Pacific Northwest, Germany, Africa.

Services: Designers of fishing vessels, tugs, offshore supply vessels, dry docks, launching and building facilities. Lofting service with N.C. digitizing. Large ocean-going vessels, yacht design. Consultants in shipyard, installations, facility design, economy studies, etc.

Donald H. Smith, Marine Designer

890 Country Club Rd.
Crystal Lake, IL 60014
Tel.: (815) 459-1551
Donald H. Smith, Owner.

Primary Market Areas: National.

Services: Design and illustration of work or pleasure craft to 60 ft., hull condition surveys and consultation, marine promotional material including photography and preparation of literature (brochures).

South Coast Marine Surveyors, Inc.

5732 East Second St.
Long Beach, CA 90803
Tel.: (213) 434-8471
Richard L. Wakeland, President.

Primary Market Areas: Southwest Pacific Coast, Mexico.

Services: Condition and evaluation surveys for prospective buyers, insurance companies, and/or lending institutions to determine a vessel's general overall condition as to seaworthiness, and to determine current market and replacement values. Casualty losses; determine cause and extent of damages, and write recommendations for necessary repairs. Theft of boats, boating equipment and/or trailers. Expert witnesses.

Branches & Personnel:

Kenneth R. Odell, Vice President.
5732 East Second St.
Long Beach, CA 90803
Tel.: (213) 434-8471

Charles R. ("Skip") Odell, Marine Surveyor.
5732 East Second St.
Long Beach, CA 90803
Tel.: (213) 434-8471

* Southwest Boat Corp.

Clark Point Rd.
Southwest Harbor, ME 04679
Tel.: (207) 244-5525
Eric D. Edwards, General Manager.

Primary Market Areas: New England.

Services: Building of aluminum and steel boats up to 90 feet; boat repair and marine railways up to 90 feet; custom metal fabrication. Diesel engine overhaul and replacement; wood boat repairs.

Sparks International Company

P.O. Box 3254
Vallejo, CA 94590
Tel.: (707) 642-9593
John Q. Sparks, Owner.

Primary Market Areas: Southwest Pacific Coast, Pacific Northwest, Great Lakes States.

Services: New construction, rebuilding, re-outfitting, in-progress inspection, condition & appraisal surveys, design & construction plans - all phases.

Branches & Personnel:

James S. Swasey, Dist. Mgr., Delta District.
P.O. Box 763
Rio Vista, CA 94571
Tel.: (707) 374-2780

John S. Martin.
P.O. Box 1179
Brookings, OR 97415
Tel.: (503) 469-4909

Geo. H. Stadel & Sons, Inc.

1088 Shippan Ave.
Stamford, CT 06902
Tel.: (203) 324-2610
Wm. Stadel, President.

Primary Market Areas: National.

Services: Design and contract for the construction and supervision of yachts and commercial vessels to 80 ft.

The Stanwick Corp. (Operations Engineering Div.)

3661 E. Virginia Beach
Norfolk, VA 23502
Tel.: (804) 855-8681
Gerald L. Clark, General Manager of Marketing.

Primary Market Areas: National, Canada.

Services: Maintenance management and inventory control systems. Also, support services of certified shipfitters, welders, pipefitters and marine electricians to shipyards and industry throughout the East coast and Gulf region. Other services offered are Design Services Department, Charleston, S.C. and a marine repair shop in San Diego, California for diesel engine, marine pumps, etc., to include a full fuel-injection repair facility.

Branches & Personnel:

The Stanwick Corp. (Technical Support Services Div.)
Mack Reifer, Divisional Vice President.
7260 Arlington Expr., Suite #130
Jacksonville, FL 32211
Tel.: (904) 724-7975

The Stanwick Corp. (Marine Repair Div.)
Scotty Marshall, Division Manager.
1019 West Laurel Ave
San Diego, CA 92101
Tel.: (714) 233-1208

The Stanwick Corp. (Design Services Dept.)
Tom Sawyer, Division Manager
P.O. Box 70455, 5290 Rivers Avenue
Charleston Heights, SC 29405
Tel.: (803) 747-5228

Vickers-Stanwick Systems, Inc.
Gerald L. Clark, Marketing.
560 Rochester St
Ottawa, ON K1S 4M2 Canada

Stirling Harbor Shipyard & Marina, Inc.

Manhasset Ave.
Greenport, NY 11944
Tel.: (516) 477-0828
Russell F. Muff, President.

Primary Market Areas: National, Sierra Leone, Dominican Republic, Greece, Anguilla, Denmark.

Services: Design and build naval and commercial vessels, prototypes only. Marine surveyor of ships and cargos and marine appraiser for U.S. naval and military academies.

Strocchi & Co.

P.O. Box 16541
Jacksonville, FL 32216
Tel.: (904) 398-1868
Carl F. Strocchi, Vice President.

Primary Market Areas: Mid-Atlantic States, South Atlantic States, Gulf Coast States.

Services: Specialties: fishing vessels, tow and tugboats, barges, piers and floating equipment.

Thos. L. Stanley & Assoc.

4041 Martinique
Kenner, LA 70062
Tel.: (504) 443-2012
Thos. L. Stanley, Jr., President, General Manager.

Primary Market Areas: National.

Services: Marine consultants, salvage surveyors and loss adjusters on hull, machinery, salvage, heavy lifts, load outs and trip and tow; condition and valuation appraisals; loss prevention; scheduled preventitive maintenance; management engineering; insurance analysis.

Thomas Marine Surveyors

204 East Cartier Ave.
Melbourne, FL 32901
Tel.: (305) 725-3505
Russell M. Thomas, President.

Primary Market Areas: South Atlantic States, Gulf Coast States, Caribbean.

Services: Surveys of all hull materials, yachts - sail and power, commercial vessels to 1000 tons, tugs, barges and fishing vessels.

Torbert & Associates, Ltd.

P.O. Box 5692
Virginia Beach, VA 23455
Tel.: (804) 464-9458
Nathaniel T. Torbert, 3rd, President.

Primary Market Areas: Tidewater Area.

Services: Marine survey services for insurance underwriters and commercial and private parties on vessels of all sizes and classes.

Trawler Surveyors, Inc.

P.O. Box 152
Fernandina Beach, FL 32034
Tel.: (904) 261-4595 or 261-5835
Thomas L. Becton, President.

Primary Market Areas: South Atlantic States, Gulf Coast States, Caribbean area.

Services: Marine surveyors, vessel condition and value; marine casualty investigations; appraisals; piloting; salvage; safety inspections; and trawler consultants.

Branches & Personnel:

Thomas J. Northey, Vice President.
P.O. Box 152
Fernandina Beach, FL 32034
Tel.: (904) 261-4595

Turnbull Marine Services Limited

P.O. Box 2024
Bayfield, ON N0M 1G0 Canada
Tel.: (519) 565-2796
Andy K. Turnbull, President.

Primary Market Areas: Ontario, Canada.

Services: General marine repair, gas or diesel.

Tom Turner

603 30th St. West
Bradenton, FL 33505
Tel.: (813) 747-5336
Tom Turner.

Primary Market Areas: Florida West Coast.

Services: Marine surveys, appraisals, and underwriters loss work on fishing vessels and yachts of wood, fiberglass and steel.

John H. Van Aken

2308 First National Bank Bldg.
Mobile, AL 36602
Tel.: (205) 438-2145

Primary Market Areas: Alabama.

Services: Marine surveying, inspection, and consulting. Services to maritime and oil industry, condition, appraisal, repair and new construction. Cargo and cargo gear testing.

Nicholas S. Vardack, Marine Surveyor

P.O. Box 925
Pocasset, MA 02559
Tel.: (617) 563-3497
Nicholas S. Vardack.

Primary Market Areas: New England.

Services: General marine surveys, including insurance surveys, purchase and sales, and evaluations of damage or value.

Alexander W. Vetter, Marine Surveyor

P.O. Box 376
Millbrae, CA 94030
Tel.: (415) 583-0353
Alexander W. Vetter.

Primary Market Areas: Southwest Pacific Coast.

Services: Condition and value surveys for vessels under 65 ft.

* Wesley D. Wheeler Associates Limited

104 East 40th St.
New York, NY 10016
Tel.: (212) 867-4760
Telex: 426040, 236922, 66627
TWX WU Domestic 126476
Wesley D. Wheeler, President.

Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Spain.

Services: Naval architects, marine engineers, surveyors, conceptual and preliminary design contract supervision and plan approval.

Capt. Howard Wilson

4-9 Country Club Blvd.
Tuckerton, NJ 08087
Tel.: (609) 296-4393
Howard S. Wilson, Owner.

Primary Market Areas: Mid-Atlantic States.

Services: Marine surveys, compass adjustment and repair.

Frank K. Wyatt, Marine Surveyor, Inc.

1071 Shafter
San Diego, CA 92106
Tel.: (714) 223-8167
Patricia R. Wyatt, President.

Primary Market Areas: Southwest Pacific Coast.

Services: Surveys on commercial and pleasure vessels up to 1000-tons, marinas, shipyards. Condition and valuation surveys for insurance, purchase, and financing. Damage surveys, appraisals, and light salvage.

Branches & Personnel:

Andrew H. Bofinger, Marine surveyor.

John J. Flachsenhar, Jr., Marine surveyor.

Charles L. Driscoll, Marine surveyor.

Brokers of Commercial Fishing Vessel, Gear and Equipment

A&G Fisherman Supply
S. Bay Ave
Eastport, NY 11941
Tel.: (516) 325-1676
Anthony O. Guessregan, President.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States.

Aquarian Industries International, Ltd.
301-170 Hargrave St.
Winnipeg, MB R3C 3H4 Canada
Tel.: (204) 942-7449
Telex: 07 55197 VWA Wpg
C. N. Burns, President.
Primary Market Areas: Wordlwide.
Services: Build small aluminum fishing boats 12 feet, 14 feet, 16 feet. Build aluminum canoes 15 feet, 17 feet, 16 feet, V stern. Build wooden oars and paddles. Broker marine products, ships, equipment, seafood, etc.

Aras Marine Chartering Company
311 California St.
San Francisco, CA 94104
Tel.: (415) 392-2365, 391-2127 and 344-5435
Telex: 470474 ARASUI.
TWX Cables: ARASMARINE - SAN FRANCISCO.
H.J.E.A. Steinaecker, Associate and Partner, Director.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Southwest Pacific Coast, Pacific Northwest, Worldwide services; offices in Hong Kong and Manila.
Services: Purchase and sale of vessels; shipbrokerage and chartering; marine transport consulting; management consulting relating to transportation of perishable products and commodities.
Branches & Personnel:
Aras Marine Chartering Company Hong Kong Ltd.
Swirehouse, 6th Floor, Chater Road Central
Hong Kong, China
Telex: 73475 OTERY HX

Aras International Ltd.
Bancom III Bldg.
Makati, Metro Manila, Philipines
Telex: 22560 ATTN: ARAS INTERNATIONAL, DEPT. MS

Athearn Marine Agency
106 Front St.
New Bedford, MA 02740
Tel.: (617) 999-1375
Nelson Long, Jr., Partner.
Primary Market Areas: National.
Services: Broker of new and used commercial fishing vessels, financing and documentation.

Atlantic & Gulf Fishing Supply Corp.
591 S.W. 8th St.
Miami, FL 33130
Tel.: (305) 856-4505
Telex: 803165 ATAGULF
Arthur J. Lyons, President.
Primary Market Areas: South Atlantic States, Caribbean Islands, Central America, South America, Africa, Middle East, Pacific Islands.

* Atlantic Marketing Co., Inc.
P.O. Box 612, 31 Elm St.
Old Saybrook, CT 06475
Tel.: (203) 388-5500
Ronald A. Pearl, President.
Primary Market Areas: New England, Mid-Atlantic States, Maritime Provinces of Canada.
Branches & Personnel:
Glenn Hood.
135 Western Ave.
Essex, MA 01929
Tel.: (617) 768-7254

Bernie Davis.
19 Oak St.
Stonington, CT 06378
Tel.: (203) 535-1174

Al Bennett.
Rt. 4, Box 178
Easton, MD 21601
Tel.: (301) 822-2732

Marc Revoir.
103 Station Ave.
Haddon Heights, NJ 08035
Tel.: (609) 546-0641

John Tangney.
40 Sias Lane
Milton, MA 02186
Tel.: (617) 696-0909

B & C Marine Service
1315 Mesquite St.
Corpus Christi, TX 78401
Tel.: (512) 882-7322
Charles R. Cooper, Owner.
Primary Market Areas: Gulf Coast States.
Services: Marine Surveyor.

Beaman Marine Services
13 Centre St.
New Bedford, MA 02740
Tel.: (617) 999-1808
Frederick T. Beaman.
Parent Co.: Desco Marine and A.W. Mfg. Co.
Primary Market Areas: New England, Mid-Atlantic States.
Services: We maintain a file of used fishing vessels which we broker.

Conrad Birkhoff, Naval Architects
Laufgraben 37
2000 Hamburg 13, D-2000 Germany
Tel.: (4940) 449127
Telex: 217 35 36 CBHH D
Conrad C. Birkhoff, President.
Primary Market Areas: Worldwide.
Services: Designers, supervisors, and brokers for fishing vessels. Planning experts to the fishing industry. Naval drawing office, delivery assistance, transshipments and training of crew.

Bruce Abernathy Ship & Yacht Brokers
32600 Hwy. 20
Fort Bragg, CA 95437
Tel.: (707) 964-0473
Bruce Abernathy, Broker.
Primary Market Areas: Southwest Pacific Coast, Pacific Northwest.

Tom Cook, Marine Consultant
Rte. 1, Box 522
Dunnellon, FL 32630
Tel.: (904) 489-4028
Tom Cook, Marine Consultant.
Primary Market Areas: South Atlantic States, Gulf Coast States, Worldwide.
Services: Sales and appraisals of commercial fish boats and equipment. Surveys approved by National Marine Fisheries Service, Production Credit Association and Lloyds of London, worldwide. Approved expert witness in sta-

te/federal admiralty cases. Surveyed the largest molded fiberglass commercial vessel in the U.S. and the world's largest Airex motor yacht. 26 years boat building and repairing experience.

Crescent Manufacturing Co.

6000 Wilbarger St.
Ft. Worth, TX 76119
Tel.: (817) 451-0112
Analle Womack, Owner.
Primary Market Areas: National.

Dock Street Brokers

5101 Ballard Ave. N.W
Seattle, WA 98107
Tel.: (206) 789-5101
Telex: 32-9698
Pierre Rajotte, Owner.
Primary Market Areas: National, Norway.

Gary Bryant-Boat Brokerage

1464 Harvard Ave.
Brownsville, TX 78520
Tel.: (512) 542-2187
Gary D. Bryant, Owner.
Primary Market Areas: National, Mexico.
Services: Brokerage of shrimp trawlers.
Branches & Personnel:
B.D. Holt Co.
Gary Bryant, Manager.
Star Rt., Box 22
Brownsville, TX 78521
Tel.: (512) 831-9336

Gerrard Florentino Marine Sales

311 East 22nd St.
San Pedro, CA 90731
Tel.: (213) 831-5601
Gerrard Fiorentino, Owner.
Primary Market Areas: Worldwide.
Services: Commercial shipbroker, fishing vessels, and all types of commercial fishing equipment.

Gulf Traders Company

1206-A W. 19th St.
Panama City, FL 32405
Tel.: (904) 769-5414 or 769-3528
TWX 510-738-7404 GULFTRADE PACI
Joe Large, Owner, Manager.
Primary Market Areas: Worldwide.
Services: Broker and builder of commercial fishing and work boats.

Industrial Injection Moulders Ltd.

Milton Industrial Estate
Lesmahagow, Scotland ML11 OJN Great Britain
Tel.: (0555) 892792
Philip Anderson, Managing Director.
Primary Market Areas: National, Scandinavia, Canada, Europe.

IPL Products, Ltd.

65-D Wharf St., Pickering Wharf
Salem, MA 01970
Tel.: (617) 745-8315
Telex: 051-3973
Pierre Hamelin, Sales Territory Manager.
Parent Co.: IPL, Quebec, Canada (Les Industries Provinciales Ltee.)
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States.

J. Olsen & Associates

2190 S.E. 17th St. Causeway
Ft. Lauderdale, FL 33316
Tel.: (305) 525-6700
James R. Olsen, Broker.
Primary Market Areas: Worldwide.
Services: Broker, commercial fishing vessels.

Jon B. Jolly, Inc.

5416 California Ave. S.W.
Seattle, WA 98136
Tel.: (206) 938-4166
Telex: 328937
Jon B. Jolly, President.
Primary Market Areas: Pacific Northwest, Western Canada, United Kingdom, Singapore, Australia, USSR, India, Israel, South America.

Karp Marine Agency

209 E. Bayberry Rd.
Islip, NY 11751
Tel.: (516) 581-3308
Alan Karp, President.
Primary Market Areas: Worldwide.
Services: All types of brokerage on all seagoing vessels.

Kirk Timm Associates

1001 Center Ave.
Bay City, MI 48706
Tel.: (517) 893-7941
Kirk E. Timm, President.
Primary Market Areas: Great Lakes States.
Services: Manufacturers representatives for boats, navigation equipment, finishes, marine accessories.

Luhr Jensen & Sons, Inc.

400 Portway
Hood River, OR 97031
Telex: 151560
Phil Jensen, President.
Primary Market Areas: National.
Branches & Personnel:
Luhr Jensen B. C. (Ltd.)
Luhr Jensen, Jr., President.
188 W 3rd
Vancouver, BC V5Y 1E9 Canada
Tel.: (604) 876-7136
Telex: 0454574

M. Rosenblatt & Son, Inc.

350 Broadway
New York, NY 10013
Tel.: (212) 431-6900
Arnold M. Stein, Assistant to President.
Primary Market Areas: National, Japan.
Services: All areas of naval architecture U.S. Navy, commercial fleet, and off shore structures. Recommendations and approvals of all types of fishing vessel gear and equipment.
Branches & Personnel:
Amos Baki, Branch Manager.
2341 Jeff Davis Hwy., Century Bldg., Suite 540
Arlington, VA 22202
Tel.: (703) 892-5681

Fred Kaufman, Branch Manager.
667 Mission St.
San Francisco, CA 94105
Tel.: (415) 777-0500

Al Adelman, Branch Manager.
1005 Seventh Ave.
San Diego, CA 92101
Tel.: (714) 238-1300

Marguerite Kean Insurance

One Pelham Rd.
New Rochelle, NY 10562
Tel.: (914) 632-2235 or 762-1357
Marguerite Kean, Owner.
Primary Market Areas: Mid-Atlantic States.
Services: Yacht broker. Also specialize in marine insurance.

Marine Propulsion Equipment Co., Inc. (MPECO)

P.O. Box 1029
Harvey, LA 70059
Tel.: (504) 392-6900
Telex: 584330
Kenneth G. Robbins, President.
Primary Market Areas: Worldwide.

Marinovich Trawl Co., Inc.

1317 E. First St., P.O. Box 294
Biloxi, MS 39533
Tel.: (601) 436-6429
Steve J. Marinovich, President.
Primary Market Areas: Worldwide.
Services: Designers and manufacturers of nets and gear, serving the commercial fisheries and marine science groups.

* Morin Marine Agency

McKay's Wharf
Newburyport, MA 01950
Tel.: (617) 462-4477
Joyce M. Morin, Owner.
Primary Market Areas: National.
Services: Commercial boat brokerage, from skiffs to inshore/offshore lobsters boats, draggers, scallopers, long line and party boats. Also, sailing and power yachts. Documentation, financing arrangements, professional custom boat photography, widespread advertising, direct mail marketing; descriptive boat portofolios.

Nor'west Marine Sales

Rt. 4, P.O. Box 4777, 9213 Long Run Dr.
Juneau, AK 99803
Tel.: (907) 789-9490
Bob Murphy, Owner.
Primary Market Areas: Southeast Alaska.
Services: Marine appraisals and surveys.

Oaksmith Boat Sales, Inc.

Fisherman's Terminal
Seattle, WA 98119
Tel.: (206) 283-5000
Telex: 32-1033
Gerald Oaksmith, Secretary, Treasurer.
Primary Market Areas: Worldwide.
Services: Commercial vessel insurance.

Offshore Marine Supply

Rt. 109 & Second Ave./P.O. Box 572
Cape May, NJ 08204
Tel.: (609) 884-0330
Telex: 139374
Peter W. Gronbeck, President.
Primary Market Areas: Mid-Atlantic States.

Robert E. Derecktor, Inc.

311 East Boston Post Rd.
Mamaroneck, NY 10543
Tel.: (914) 698-5020
James R. Mattingly, Sales Manager.
Primary Market Areas: National, Near East, Africa, South America, Phillipines.
Services: Boatbuilders of aluminum and steel construction. Custom and standard designs for fish vessels, military, commercial, sailing and power yachts. Custom gear and hardware. All maintenance and repair, storage facilities. NY yard: 61,000 sq. ft. enclosed building area, 130-ton crane, railway; RI yard: 50 acres, floating dry dock to 25,000 tons, complete commercial fish accomodations; Florida yard: 17 acres, 400-ton elevator. Sales department includes commercial and pleasure boat brokerage.
Branches & Personnel:
Robert E. Derecktor of Rhode Island, Inc.
Robert E. Derecktor, President.
Building 234, Coddington Cove
Middletown, RI 02840
Tel.: (401) 847-9270

Derecktor-Gunnell, Inc.
Skip Gunnell, Vice President.
775 Taylor Ln.
Dania, FL 33004
Tel.: (305) 920-5756

Rosborough Boats, Ltd.

P.O. Box 188, Armdale, P.O.
Halifax, NS B3L 4J9 Canada
Tel.: (902) 477-1415
James D. Rosborough, President.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Canadian Atlantic provinces.
Services: Build and repair wooden fishing vessels 20 ft. to 45 ft. l.o.a. Build 16 ft., 18 ft., 20 ft., and 26 ft. fiberglass fishing vessels. Build wooden pleasure or commercial sailing vessels in 30 ft. to 100 ft. range. Manufacture vessels in wood, pre-cut kit form for do-it-yourself-boats. Brokers and sales agents of commercial fishing vessels.

Ross Yacht Service, Inc.

279 Windward Passage
Clearwater, FL 33515
Tel.: (813) 446-8191
Courtney D. Ross, President.
Primary Market Areas: Gulf Coast States.
Services: Boatbuilding, repairs, parts and brokerage.

S. Monseu Company, Inc.

212-04 33rd Ave., P.O. Box 97
Bayside, NY 11361
Tel.: (212) 229-8243
Telex: 127972
S. Monseu, President.

Primary Market Areas: Worldwide.

Services: Fishing vessel sales, construction arrangements, financing. Ocean towing service.

Salty, Inc.

Riverbend, P.O. Box 50
Carrabelle, FL 32322
Tel.: (904) 697-2372
TWX 810-751-8624
Elizabeth P. Rentz, Vice President.

Primary Market Areas: South Atlantic States, Gulf Coast States, Mexico.

Services: Marine consultant and broker for commercial fishing vessels, gear and equipment, and commercial charters.

Branches & Personnel:

Salty, Inc.
Tom Rentz, Jr., President.
1627 Peachtree St. N.E., Suite 203
Atlanta, GA 30309
Tel.: (404) 875-5659 or 874-0595
TWX 810-751-8624

Steamship Agents & Brokers, Corp.

63 E. 91st St.
New York, NY 10028
Tel.: (212) 289-5333
Preston L. Sutphen, Jr., President.

Primary Market Areas: Worldwide.

Services: Shipbrokerage.

Steiner Shipyard, Inc.

P.O. Box 742
Bayou La Batre, AL 36509
Tel.: (205) 824-4140
Russell R. Steiner.

Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Southwest Pacific Coast, Pacific Northwest, Honduras, Guatamala, Brazil.

Services: Steel boat construction and repairs. Vessels for all fishing uses up to 100 ft. Work boats for commercial uses. Fleet-type boats a specialty. Used boat sales.

Tolchester Marina, Inc.

Rt. 2, P.O. Box 503
Chestertown, MD 21620
Tel.: (301) 778-1400 or 778-1401
Alan S. Bramble, Vice President.

Primary Market Areas: Rock Hall, Maryland.

Services: Boatbuilder and all repairs. Yacht brokerage.

Wm. Cannell Boatbuilding Co.

P.O. Box 911
Camden, ME 04843
Tel.: (207) 236-4188
William Cannell.

Primary Market Areas: Worldwide.

Services: Custom built boats and repairs up to 45 ft.

* Wesley D. Wheeler Associates Limited

104 East 40th St.
New York, NY 10016
Tel.: (212) 867-4760
Telex: 426040, 236922, 66627
TWX WU Domestic 126476
Wesley D. Wheeler, President.

Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Spain.

Services: Naval architects, marine engineers, surveyors, conceptual and preliminary design contract supervision and plan approval.

Wrench & Co.

P.O. Box 2429
Fort Myers Beach, FL 33931
Tel.: (813) 463-4431
Anthony J. Mittelhauser, President.

Primary Market Areas: National, South America, Europe.

Services: Yacht and ship broker that handles all contract details such as transfer of title, complete documentation and assistance in obtaining financing. Deals in all types of vessels, commercial and pleasure.

MORIN MARINE
AGENCY
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(617) 462-4477
SAIL • POWER • COMMERCIAL BOATS
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OUR SERVICES INCLUDE:

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★ We'll help you arrange your financing.

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Consultants

A.B.C.Research Corp.

3437 S.W. 24th Ave., P.O. Box 1557
Gainesville, FL 32601
Tel.: (904) 372-0436
Dr. Jim N. Bacus, Vice President, Product Development.

Primary Market Areas: National, Latin America, Europe, Japan.

Services: Complete technical services including chemistry, microbiology and product development. Pilot plants available for ingredient evaluations and test batches. Total problem solving capabilities. Recognized by NMFS, NFI, USDA, FDA, EPA and Department of Commerce.

Abe Schestopol & Associates

2913 Ivanhoe Rd.
Tallahassee, FL 32312
Tel.: (904) 386-8955
Abe Schestopol, Proprietor.

Primary Market Areas: South Atlantic States, Gulf Coast States.

Services: Financing with special references to government programs: i.e. SBA, FMHA, PCA, NMFS.

ACC Group Limited

Suite 1150, 1690 Hollis St.
Halifax, NS B3J 3J9 Canada
Tel.: (902) 422-1521
Telex: 019-21828
G. Ian Ferguson, President.

Primary Market Areas: Worldwide.

Services: Feasibility studies, development planning, design construction supervision, reconnaissances studies, operation and maintenance, research and development, project management, major planning in the fields of fisheries, aquaculture, shipping, shipbuilding and port and urban development.

Branches & Personnel:

Thorne Stevenson & Kellogg
G. Ian Fergusan, Senior Consultant.
Suite 1150, 1690 Hollis St.
Halifax, NS B3J 3J9 Canada
Tel.: (902) 422-1521
Telex: 019-21828

CBCL Limited
J.R.D. Kaulbach, Executive Vice President.
6100 Young St.
Halifax, NS B3K 5H4 Canada
Tel.: (902) 455-7241
Telex: 019-22602

J.D. Koppernaes Engineering Limited
Johan D. Koppernaes, President.
1248 Bedford Hwy.
Halifax, NS B4A 1C6 Canada
Tel.: (902) 835-8348
Telex: 019-21669

Martec Limited
Alan Y. McLean, President.
1562 Dresden Row
Halifax, NS B3J 2J0 Canada
Tel.: (902) 425-5101
Telex: 019-22770

Whitman, Benn & Associates Limited
P. Michael Gillham, President.
2nd floor, Duke Street Tower
Halifax, NS B3J 1N9 Canada
Tel.: (902) 422-9618
Telex: 019-21594

Evans, Yeatman & Endal (Associates) Ltd.
Martin Yeatman, Vice President.
38 Fielding Ave.
Dartmouth, NS B3B 1E4 Canada
Telex: 019-22628

Acme Engineering Co.

112 Pleasant Hill Rd.
Scarborough, ME 04074
Tel.: (207) 883-5111
James J. Kelley III, President.

Primary Market Areas: New England, Mid-Atlantic States.

Services: Onshore and shipboard refrigeration services: project management, design, construction; mechanical contractors and engineers.

Advanced Engineering Consultants, Inc.

2626 12th Ct. S.W.
Olympia, WA 98502
Tel.: (206) 943-6702
Lawrence A. Kyle, Project Engineer.

Primary Market Areas: Pacific Northwest.

Services: Consulting engineering for fish hatcheries and aquaculture facilities, including general, civil, structural, hydraulic, environmental and biological aspects. Services include site selection, feasability study and planning, report preparation, design and construction management.

Branches & Personnel:

Roger Johnson P.E., Managing Engineer.
1776 Fowler
Richland, WA 99352
Tel.: (509) 735-2294

Alan L. Hanke Co.

P.O. Box 537
Kirkland, WA 98033
Tel.: (206) 828-4888
Alan L. Hanke, Manager.

Primary Market Areas: Pacific Northwest.

Services: Complete USCG documentation preferred and marine mortgage preparation.

Alexakos & Simpson, Inc.

P.O. Box S-1152
San Juan, PR 00902
Tel.: (809) 722-1658
Leo N. Alexakos, President.

Primary Market Areas: Caribbean Area.

Services: Marine Surveyors: ship hull and cargo, deadweight, yacht condition and evaluation, ship safety gear and equipment inspectors.

American Marine Laboratories, Inc.

P.O. Box 2100-D, 25 Parker Ave.
Stamford, CT 06906
Tel.: (203) 327-5225
Stephen Q. Wales, President.

Primary Market Areas: National.

Services: Consulting - marine product engineering. Testing - marine components and products, environmental simulation and performance and safety evaluation.

AMT, Incorporated

2400 N.W. 39th Ave.
Miami, FL 33142
Tel.: (305) 871-4094 or (800) 327-1317
Telex: 512408
TWX 810-848-4050

Primary Market Areas: South Atlantic States, Gulf Coast States, Caribbean and Central America.

Services: Diesel engine repairs, domestic or foreign, emergency or routine. Capable of extensive trou-

ble-shooting, reconditioning. Electrical repairs and alterations; voyage repairs; refrigeration; boilers and heat exchangers. Machine shop and extensive portable machinery. Hydraulic repairs and installations.
Branches & Personnel:
AMT Services, Inc.
Jeff Abingdon, Office Manager.
1173 Annunciation St.
New Orleans, LA 70130
Tel.: (504) 522-5042

Amvest Leasing & Capital Corp.

One Boar's Head Pl., P.O. Box 5347
Charlottesville, VA 22905
Tel.: (804) 977-3350
Telex: 822459
Kenneth H. Hess, Director, Transportation Leasing.
Parent Co.: Amvest Corp.
Primary Market Areas: National, Puerto Rico.
Services: Vessels and equipment, leasing and loans. Financial consultant.
Branches & Personnel:
Jose E. Mayoral, Vice President.
Pan Am Building, Suite 1203
Hato Rey, PR 00917
Tel.: (809) 751-4050

Gene Anderson, Naval Architect & Marine Constuctor

3702-Motor Ave., Suite 4
Los Angeles, CA 90034
Tel.: (213) 559-2800
Gene Anderson, Owner.
Primary Market Areas: Worldwide.
Services: Act as a marine constructor and naval architect in general practice designing any type of floatable, including fishing boats, yachts, tugs, work boats, charter, etc. Able to design up to 150 feet in length in wood, plastic and steel. As a constructor, obtain own clients, design, arrange financing, obtain builder, supervise construction, run trials, etc. McAnderson also writes on marine subjects and is a consultant on marine matters.

Andul Engineering, Inc.

5151 Burning Tree Circle
Stuart, FL 33494
Tel.: (305) 287-4395
Edwin H. Fletcher, President.
Primary Market Areas: South Atlantic States, Gulf Coast States.
Services: Design, construction supervision, operation manuals, consultation both engineering and legal, and insurance marine evaluations.

Applied Marine Research, Inc.

7525 44th Ave., NE
Seattle, WA 98115
Tel.: (206) 523-2702
F. Randolph Shuman, President.
Primary Market Areas: Pacific Northwest.
Services: Oceanographic and aquaculture consulting specializing in biological oceanography and oyster culture techniques. Shellfish production, primarily oyster culture, by off-bottom culture techniques.

Aqua Services, Ltd.

P.O. Box 1174
Los Lunas, NM 87031
Tel.: (505) 865-7514
Dr. James R. Clary, Senior Biologist.
Primary Market Areas: National.
Services: Environmental engineering consultants, aquaculture consultants, systems design.

Aquacon Associates

2703 W. McGraw
Seattle, WA 98199
Tel.: (206) 284-7933
John B. Glude, President.
Primary Market Areas: National, Puerto Rico, Ireland, Spain.
Services: Aquaculture consultant.

Aquacultural Services, Ltd.

4852 Pescadero Ave.
San Diego, CA 92107
Tel.: (714) 226-8951
Thomas C. Benton, Consultant.
Primary Market Areas: Southwest Pacific Coast, Pacific Northwest.
Services: Aquaculture consulting services, geothermal utilization consulting services, agricultural and food processing wastes utilization and control services.

Aquaculture Systems Internation

11211 Sorrento Valley Rd., Ste. E
San Diego, CA 92121
Tel.: (714) 452-5765
James M. Carlberg, Vice President, General Manager.
Parent Co.: ASI Inc./CMC, Inc.
Primary Market Areas: National, Caribbean, Mexico, Asia.
Services: Aquaculture management and consulting: species selection and site evaluation. Systems design and construction. Equipment and supplies.

Aquafoods International, Inc.

Box 45
Piney Point, MD 20674
Tel.: (301) 994-0700
Gordon T. Yamada, President.
Primary Market Areas: Mid-Atlantic States, South Atlantic States, Gulf Coast States, Japan, Germany, Italy, Netherlands.
Services: Aquaculture consultants.

Aquafauna, Inc.

P.O. Box 91272
Los Angeles, CA 90009
Tel.: (213) 676-9387
Telex: Cable - 'AQUAFAUNA', Los Angeles
Bud Insalata, Director.
Primary Market Areas: Worldwide.
Services: Aquaculture Consulting (Brine Shrimp).

The Aquatic Innovation Laboratory (TAIL, Inc.)

22 Puritan St.
S. Dartmouth, MA
Tel.: (617) 993-7664
Frank T. Baker, President and Director.
Primary Market Areas: National.
Services: Aquaculture research and development, systems development and consultation, low-energy input, concepts for all types of projects. Market studies and project feasability studies.

Aquatic Management, Inc.

6354 Low Rd.
Lisbon, OH 44432
Tel.: (216) 227-3242
Francis H. Bezdek, President, General Manager.
Primary Market Areas: National.
Services: Aquaculture and fish management consultant.

Aras Marine Chartering Company

311 California St.
San Francisco, CA 94104
Tel.: (415) 392-2365, 391-2127 and 344-5435
Telex: 470474 ARASUI.
TWX Cables: ARASMARINE - SAN FRANCISCO.
H.J.E.A. Steinaecker, Associate and Partner, Director.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Southwest Pacific Coast, Pacific Northwest, Worldwide services; offices in Hong Kong and Manila.
Services: Purchase and sale of vessels; shipbrokerage and chartering; marine transport consulting; management consulting relating to transportation of perishable products and commodities.
Branches & Personnel:
Aras Marine Chartering Company Hong Kong Ltd.
Swirehouse, 6th Floor, Chater Road Central
Hong Kong, China
Telex: 73475 OTERY HX

Aras International Ltd.
Bancom III Bldg.
Makati, Metro Manila, Philipines
Telex: 22560 ATTN: ARAS INTERNATIONAL, DEPT. MS

Arcos Cielos Corporation

P.O. Box 3818
W. Sedona, AZ 86340
Tel.: (602) 282-5939
Elliott C. L. Maynard, President.
Primary Market Areas: National, Puerto Rico, Africa, Middle East.
Services: Giant freshwater prawnculture, research, systems design, hatchery design, growout systems, management consultation, innovative approach to future - science aquaculture.

AREA (Aquaculture Research/Environmental Associates)

P.O. Box 1303
Homestead, FL 33030
Tel.: (305) 248-4205
Paul Mulvihill, President.
Parent Co.: AREA Tropical Fish Farms
Primary Market Areas: Direct Marketing, Worldwide.
Services: Aquaculture consultants, economics, design and construction, aeration specialists.

Argus Research Corporation

3201 Landover St., Suite 601
Alexandria, VA 22305
Tel.: (703) 836-2928
Donald M. Walls, President.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States.
Services: Research and development of ship, submersible/submarine, and under water systems and implantments. Systems engineering, installation and design; program management; survey and implantment design and execution.
Branches & Personnel:
Walter E. Whitaker, Jr., Vice President and General Manager.
20 Romagna Rd.
Niantic, CT 06357
Tel.: (203) 739-8077

Art Anderson Associates, Inc.: Marine Consultants

148 First Street
Bremerton, WA 98310
Tel.: (206) 373-1438
Eric L. Anderson, Vice President.
Primary Market Areas: National.
Services: Naval architectural and marine engineering consulting, engineering, and design for fishing boat, ferry, work boat, tug and barge new construction, conversion, refurbishment and repair. Services provided include: specifications, bid and design evaluation, hull form development, stability calculations, arrangements, structural design and analysis, propeller design, propulsion machinery, electrical systems, piping systems, HVAC, equipment section, production planning and scheduling, owner's representation and test procedures.

Atlantic & Gulf Fishing Supply Corp.

591 S. W. 8th Street
Miami, FL 33130
Tel.: (305) 856-4505
Telex: 803165 ATAGULF
Arthur J. Lyons, President.
Primary Market Areas: South Atlantic States, Caribbean Islands, Central America, South America, Africa, Middle East, Pacific Islands.
Services: Company president serves as a consultant to many overseas customers, both governments and private businesses, particularly in underdeveloped countries. President has trained groups of Peace Corps volunteers as gear technologists to work with fishermen in Central America. Mr. Lyons has also delivered many seminars on gear, throughout the Western Hemisphere.

Atlantic Forge Co.

P.O. Box 70
Waldoboro, ME 04572
Tel.: (207) 832-7667
Hans E. Nicolaisen, Proprietor.

Primary Market Areas: New England.

Services: Design, development, and custom fabrication of equipment, machinery, and light steel weldments. Technical and consulting services in energy conservation and development.

Atlantis Equities

333 E. 79th St.
New York, NY 10021
Tel.: (212) 744-2412
Kenneth M. Dugan, Jr., President.

Primary Market Areas: National.

Services: Merger, acquisition, divestment and financing.

B & C Marine Service

1315 Mesquite St.
Corpus Christi, TX 78401
Tel.: (512) 882-7322
Charles R. Cooper, Owner.

Primary Market Areas: Gulf Coast States.

Services: Marine Surveyor.

* Baader North America

17 Everberg Rd.
Woburn, MA 01801
Tel.: (617) 945-6420
Jeff Davis, Executive Vice President.

Primary Market Areas: National.

Services: Plant design and consultation.

Barstow Marine Services, Inc.

P.O. Box 815
Stony Brook, NY 11790
Tel.: (516) 751-2082 or 751-2085
Arthur A. Barstow, President.

Primary Market Areas: National, Latin American, Caribbean, Canada.

Services: Marine surveyors and consultants for commercial vessels and yachts, all types of construction. Losses, conditional purchase surveys and insurance surveys.

Bay Area Marine Institute

Pier 66
San Francisco, CA 94107
Tel.: (415) 552-4500
W. Tay Vaughan III, President.

Primary Market Areas: National.

Services: BAMI is a training and work center for marine services technicians, teaching a full range of state-of-the-art skills including fiberglass technology, electrical systems, diesel mechanics, and painting/finishing. An educational facility with full-time day students, evening classes, and a railway/shop complex for building and repair. A fishery advisory board and naval design group operate within the Institute.

Edgar J. Beyn, Engineer

616 Third Street
Annapolis, MD 21403
Tel.: (301) 267-6565

Parent Co.: SPA Creek Instruments Co.

Primary Market Areas: National, All English-and German-speaking countries.

Services: Small boat electrical systems, design and consulting.

BioMed Research Labs

1115 East Pike Street
Seattle, WA 98122
Tel.: (206) 324-0380
John J. Majnarich, Director.

Primary Market Areas: National.

Services: Fish bacterins: production of USDA-approved Vibrio, ERM and experimental vaccines for research needs. Fish disease diagnostics: complete microbiological facilities for disease diagnosis including histopathology, pathogen identification, serology. Toxicology - LC_{50} and LD_{50}. Small animal quarters and fish holding facilities for physiological, pharmacological studies, bioassays, antisera production and agglutination tests. Water Quality Analysis: the analytical laboratory can provide complete chemical and biological analysis of your samples. Nutritional Studies: complete labeling and proximate analysis of fish, fish feeds, and food ingredients; research of various diets for quality control are available.

Conrad Birkhoff, Naval Architects

Laufgraben 37
2000 Hamburg 13, D-2000 Germany
Tel.: (4940) 449127
Telex: 217 35 36 CBHH D
Conrad C. Birkhoff, President.

Primary Market Areas: Worldwide.

Services: Designers, supervisors, and brokers for fishing vessels. Planning experts to the fishing industry. Naval drawing office, delivery assistance, transshipments and training of crew.

Blancke Marine Services

1600 Broadway, Suite 203
Westville, NJ 08093
Tel.: (609) 853-8290 or 468-6999
Bruce Belousofsky, President.

Primary Market Areas: National.

Services: Custom and stock design fishing vessels up to 200 ft. Designs in steel, aluminum, fiberglass, ferrocement. Specializing in freezer trawlers, sailing fishing vessels and processors. Consulting services.

Breit & Garcia, Inc., Naval Architects

441 Gravier St.
New Orleans, LA 70130
Tel.: (504) 581-5636
Telex: 587490
Palma Guilbault, Office Manager.

Primary Market Areas: National, Argentina, Spain, Sweden, Finland, Germany, Philippines, England.

Services: Design and construction of marine vessels and oil industry vessels; design of marine facilities. General marine consulting: surveying, inspections and marine transportation consulting.

Arthur J. Bulger

Dept. of Biology, U. VA.
Charlottesville, VA 22901
Tel.: (804) 924-7118

Primary Market Areas: National.

Services: Education: college-level course in coastal ecology offered in June in Mystic, Connecticut, co-sponsored by Mystic Aquarium and University of Connecticut. Topics include fisheries, aquaculture, two to three weeks of lectures, and a five-day cruise. Consulting services: education, fisheries, aquaculture.

C.R. Cushing & Co., Inc.

Ste. 5073, One World Trade Center
New York, NY 10048
Tel.: (212) 432-0033
Telex: 423963
Philip B. Kimball, Vice President.

Primary Market Areas: Worldwide.

Services: Provide diversified technical and management consulting services to the marine transportation industry: naval architecture and marine engineering; port and terminal facilities and materials handling; and general engineering and marine transportation economic studies, including feasibility studies, economic analyses, surveys, testing, inspection, etc.

Branches & Personnel:
C. R. Cushing & Co. GmbH
Uwe Hanssen, Managing Director.
Lilienstrasse 11
2000 Hamburg 1, Germany
Tel.: 32 49 23
Telex: 2163832

Canadian Fishery Consultants Limited

P.O. Box 8732, Stn. 'A'
Halifax, NS B3K 5M4 Canada
Tel.: (902) 422-4698
Telex: 019-21723
Donald A. Fraser, President.

Primary Market Areas: Mid-Atlantic States, Canada, Caribbean, Latin America, West Africa and Middle East.

Services: Engineering consultants for fishing industry projects. Services offered include feasibility studies, preliminary site and plant layout, construction and operating cost estimates, plant design, construction supervision, fish unloading equipment and vessel servicing layout, project management and preparation of contract documents for fish processing plants.

Cape Henry Marine

P. O. Box 10134
Norfolk, VA 23513
Tel.: (804) 499-7552
Robert Hamilton, President.

Primary Market Areas: National.

Services: Efficient designs for commercial, military and recreational craft. Also available to engineer changes to modernize or solve problems on operating vessels.

Capt. Harold E. Aune & Associates, Inc.

P.O. Box 504
Ilwaco, WA 98624
Tel.: (206) 642-3785
Forrest A. Siemroth, President.

Primary Market Areas: Pacific Northwest.

Services: Condition and evaluation surveys, fishing, pleasure and tow boats; hull and engine damage surveys; ultrasonic steel gauging surveys; all other related surveys to above type vessels.

Capt. R. J. Fearon & Associates

P.O. Box 1484
Tampa, FL 33601
Tel.: (813) 229-9301
Telex: 52-861
Robert J. Fearon, Consulting Engineer and Surveyor.

Parent Co.: Baycon Industries, Inc.

Primary Market Areas: South Atlantic States, Gulf Coast States, Caribbean area.

Services: Tugs, barges, dredging, bridge building, dock and harbors, small vessel repair and building. Marine survey and engineering work are separated from repair.

Captain Van, Inc.

552 5th St., P.O. Box 53
Port Arthur, TX 77640
Tel.: (713) 982-2911
John F. Vandegrift, Sr.

Primary Market Areas: Eastern Texas and Western Louisiana ports.

Services: Compass adjusters, inspectors and certifiers of ship and dock material handling devices, general marine surveying, consultant in all phases of marine operations, expert court witness, chart agency (NOS and DMA).

Carsten Corporation

2221 N.W. Market St.
Seattle, WA 98107
Tel.: (206) 783-6900
Telex: 328863
Knut J. Borch, Vice President, Fisheries Division.

Parent Co.: I.M. Skaugen Management Co. A/S, Oslo, Norway

Primary Market Areas: National, Europe, Central and South America.

Services: Design package concept, catcher processor fish trawlers.

Branches & Personnel:
Carsten Trading Co. A/S
Carl Steen, President.
Haakon F. GT 1, P.O. Box 1498 Vika
Oslo 1, Norway
Tel.: 02 412125
Telex: 11176

Case Existological Laboratories, Ltd

783 Cave St.
Victoria, B.C. V9A 5T6 Canada
Tel.: (604) 386-2938
Telex: 049-7493
Murdo D. Smith, Vice - President.

Services: Complete design of vessels, specifications, construction supervision, construction contract administration, oil analysis, trouble shooting, appraisals and vibration analysis. Standard designs available.

Branches & Personnel:
Dennis McGee, Chief Construction Supervisor.

John N. Case, President.
2203 Timberloch Pl. Suite 235/P.O Drawer 23
The Woodlands, TX 77380
Tel.: (713) 367-5480

Charles N. Powers, Inc.

P.O. Box 482
Newburyport, MA 01950
Tel.: (617) 462-2663
Charles N. Powers, President.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States.
Services: For pleasure and commercial vessels under 500 tons, perform condition and value surveys, damage surveys and adjusting, and consulting.

Charlottetown Metal Products Ltd.

Allen St.
Charlottetown, PEI C1A 7K7 Canada
Tel.: (902) 892-1993
Telex: 014-44147
David O. Mosher, President.
Primary Market Areas: Canada, United States, Caribbean, South America, Europe, Australia.
Services: Custom fabricators of fish processing and handling equipment.

Robert M. Chiles, P.E. Engineers, Consultants & Marine Surveyors

529 Tryon Palace Dr., P.O. Box 3496
New Bern, NC 28560
Robert M. Chiles, Principal.
Primary Market Areas: Mid-Atlantic States.
Services: Naval architecture and marine engineering for steel work boats, deck gear and machinery. Marine survey of steel, wood and fiberglass hulls. Engineering consultant for shipyards, insurance industry and fisheries operations. Marine railway inspection and design.

Christopher J. Foster, Inc.

16 Sintsink Dr. East
Port Washington, NY 11050
Tel.: (516) 883-2830
Telex: 14-4674
Christopher J. Foster, Jr., Vice President.
Primary Market Areas: National, Italy, Spain, Belgium, Columbia, Canada.
Services: Naval architects, waterfront support facilities, piers, graving docks, shipyards modernization, offshore terminals, floating drydocks. Surveys and certifications of graving docks, piers and all types of waterfront facilities, consulting services and certified diving services.

* Clement E. Daley Advertising

42 Water St., P.O. Box 307
Fairhaven, MA 02719
Tel.: (617) 992-2561 or 992-2797
Clement E. Daley, Owner.
Primary Market Areas: New England.
Services: Advertising agency specializing in servicing marine accounts. Advertising services include advertising art; magazine and newspaper layout and design; industrial and marine photography; brochure and copy design and development; audio/visual production, commercial and fine art; marketing and public-relations; package design; trade show exhibits; annual reports; special reports; logo design graphics; type setting; quality color printing; advertising specialties; custom design work; rendering; large format and aerial photography.

Clyde B. Kirlin, Inc.

P.O. Box 2161
Walnut Creek, CA 94595
Tel.: (415) 934-0607
Telex: 335-362
Clyde B. Kirlin, President.
Primary Market Areas: Worldwide.
Services: Consulting services in marine electronics to aid owners, builders and architects. Supervision of installations, initial equipment selections and final adjustments to manufacturers' specifications are included. Financial obligations to owner, instructions to navigation personnel, and needs of vessel are a part of the overall analyses.

Consulting Associates

Box 387
Ipswich, MA 01938
Tel.: (617) 356-3512
James M. Johnson, Manager.
Primary Market Areas: National, Europe and Asia.
Services: Consulting services to seafood packers and distributors. Inventory and security system specialists.

Tom Cook, Marine Consultant

Rte. 1, Box 522
Dunnellon, FL 32630
Tel.: (904) 489-4028
Tom Cook, Marine Consultant.
Primary Market Areas: South Atlantic States, Gulf Coast States, Worldwide.
Services: Sales and appraisals of commercial fish boats and equipment. Surveys approved by National Marine Fisheries Service, Production Credit Association and Lloyds of London, worldwide. Approved expert witness in state/federal admiralty cases. Surveyed the largest molded fiberglass commercial vessel in the U.S. and the world's largest Airex motor yacht. 26 years boat building and repairing experience.

Daun Gillett Consulting Service

2202 - 175th Avenue N. E.
Redmond, WA 98052
Tel.: (206) 747-9132
Daun L. Gillett, Owner.
Primary Market Areas: National.
Services: Preparation of loan applications for refinancing and new vessels. Capital Construction Fund preparation and advice. Feasibility studies. Financial advice.

David Shaw Associates

178 Middle St.
Portland, ME 04101
Tel.: (207) 773-1907
David E. Shaw.
Primary Market Areas: National.
Services: Business venture planning and development, market development, financial assistance, mergers and acquisitions, feasibility studies, public policy development.

LeRoy Demarest, Processing Consultant

130 Chateau Latour
Kenner, LA 70062
Tel.: (504) 467-5208
LeRoy E. Demarest, Consultant.
Primary Market Areas: Worldwide.
Services: Wide range of plant planning and layout services, including assistance in purchase of equipment, design of special aparatus, evaluation, on-the-spot trouble shooting, etc. Seafood processing advisory service by machine designer, member of international food technologists, 27 years in processing.

Development Planning and Research Associates, Inc.

200 Research Dr., P.O. Box 727
Manhattan, KN 66502
Tel.: (913) 539-3565
Thomas R. Eyestone, Senior Associate.
Primary Market Areas: Worldwide.
Services: Research and consulting in: marketing, economic and technical feasibility analyses, environmental economics, resource economics, financial analysis, international market development, market information systems and services for the fisheries industry.
Branches & Personnel:
DPRA, c/o Agra France
Arthur J. Roy-Stella, International Marketing Specialist.
29 rue du Général Foy
75008 Paris, France
Tel.: (33) (1) 387-3959
Telex: 650452 AGRAPRS

Development Sciences, Inc., Marine Group

Box 144
Sagamore, MA 02561
Tel.: (617) 888-0101
G. B. Charles, Group Director.
Primary Market Areas: National.
Services: Research and consultation for marine and fisheries management and development.

Downeast Consulting Associates

23 Brenton St.
South Portland, ME 04106
Tel.: (207) 799-6817 or 767-4232
Samuel G. Davidson, President.
Primary Market Areas: National.
Services: Fishery consulting directed at the firm, industry, and public sectors. On shore: market analysis, development, planning and control, venture analysis and business plans, CPA, taxation analysis and strategy, supply analysis, management systems and controls. Fishing vessels: feasibility and loan packaging, NMFS guarantee and CCF applications, CPA, taxation analysis and strategy, settlements and vessel management. Industry and public sector: development planning, demand and supply analysis, overall strategy.

Ecoscience, Inc.

517 S. Main St.
Old Forge, PA 18518
Tel.: (717) 457-0674
Russell I. James, Aquatic Biologist.
Primary Market Areas: National.
Services: Lake water quality consultants specializing in aquatic weed and algae control (chemical/mechanical). Lake restoration services, septic leachate detection surveys, field monitoring services, diagnostic studies and environmental assessment.

Energy Analysts, Inc.

1555 W. Mockingbird Ln., Ste. 208
Dallas, TX 75235
Tel.: (214) 634-9233
J. A. Kruppenbach, Vice President.
Primary Market Areas: National.
Services: Build portable metal boats.

Engineering Equipment Co.

Suite 1000, 1515 West 22nd St.
Oak Brook, IL 60521
Tel.: (312) 325-9400
Telex: 25-3817
TWX 910-651-3062
Edward D. Fry, Director, Marine Division.
Parent Co.: Marine Engineering Corp.
Primary Market Areas: National, Latin America, Middle East, Far East and Africa.
Services: Design and consulting engineer.

Fernwood Trout Hatchery, Inc.

Rte. 1
Gansevoort, NY 12831
Tel.: (518) 793-1282
Thomas C. Field, President.
Primary Market Areas: New England, Mid-Atlantic States.
Services: Lake and stream surveys for recreational fisheries management; basic aquatic biology and water chemistry surveys.

Fish Breeders

P.O. Box 1004
Niland, CA 92257
Tel.: (714) 348-0547
George D. Ray.
Primary Market Areas: Southwest Pacific Coast.
Services: Consultant for fresh water aquaculture.

Fish-Gro Fisheries

P.O. Box 87
Everett, PA 15537
Tel.: (814) 652-2319
William A. Johnson, Owner.
Primary Market Areas: New England, Mid-Atlantic States, Great Lakes States, Canada.
Services: Practical consulting and stocking of warm water fish.

The Fisheries Consulting Group

23 Brenton Street
South Portland, ME 04106
Tel.: (207) 767-4232
Samuel G. Davidson, Principal.
Primary Market Areas: National.
Services: Fishery consulting directed at the firm, industry, and public sectors; market analysis and development, venture analysis, CPA, taxation analysis and strategy, supply analysis, management systems and controls. Vessel feasibility and loan packaging, vessel leasing, CPA, taxation analysis and settlements. Industry and public sector development and analysis.
Branches & Personnel:
Downcast Consulting Associates
Samuel G. Davidson, Principal.
23 Brenton Street
South Portland, ME 04106
Tel.: (207) 799-6817 or 767-4232

David E. Shaw Associates
David E. Shaw, Principal.
178 Middle Street, Suite 401
Portland, ME
Tel.: (207) 773-1907

Fisheries Production & Systems Planning

3675 S.E. Salmonberry Rd.
Port Orchard, WA 98366
Tel.: (206) 876-8476
Kenneth P. Ferjancic, Owner.
Primary Market Areas: Services: Aquatic facilities development, lake and stream restoration, cultivation techniques, environmental analysis, marine aquarium design and maintenance.

Frank Orth & Associates, Inc.

225 108th Ave. N.E.
Bellevue, WA 98004
Tel.: (206) 455-3507
Frank L. Orth, President.
Primary Market Areas: National.
Services: Fisheries development consulting services including species screening and selection; harvesting and processing equipment selection; financial and economic feasibility analyses; market assessment and planning; turnkey operations; operations and management organization and audit; project finance; government liaison service; management and personnel recruiting; project evaluation and long-range planning. Special areas of expertise include Alaska and the Pacific Northwest, both marine and aquaculture operations.

Friedrich Max Associates

P.O. Box 901
Leesburg, VA 22075
Tel.: (703) 777-3400
George E. Karas.
Primary Market Areas: National, Japan, Canada.
Services: Information services; technology transfer; product searches and development.

General Fish Machine Co., Inc.

105 Foundry St.
Wakefield, MA 01880
Tel.: (617) 245-2820
Telex: 949329
Neil C. Brophy, President.
Primary Market Areas: Worldwide.
Services: Consultant to the Fishing Industry.

Greer Catfish Farm

807 Beekay Rd.
Claiborne, AL 36470
Tel.: (205) 575-3383 or 575-2456
John P. Greer, Jr., Director.
Primary Market Areas: National.
Services: Serve as a fish-farming consultant, specializing in intensive culture.

Dr. Roy A. Grizzell

Rte. 1, Box 496
Monticello, AR 71655
Tel.: (501) 367-8163
Dr. Roy A. Grizzell, Consulting Biologist.
Primary Market Areas: National.
Services: Consulting services in design, construction and management of commercial warm water fish farms.

Groton BioIndustries Co.

Hemlock Park, P.O. Box 878
Groton, MA 01450
Tel.: (617) 448-5916
Dr. Harold H. Webber, President.
Parent Co.: Groton Associates, Inc.
Primary Market Areas: National, Honduras, Costa Rica, Ecuador, Venezuela, Brazil, Southeast Asia.
Services: Consultations in aquatic resource development, primarily aquaculture, resource assessment, assistance with corporate or national planning and ecological and social impact studies.
Branches & Personnel:
Tropical BioIndustries
Dr. Durbin Tabb, General Manager.
9000 S.W. 87th Court
South Miami, FL 33176
Tel.: (305) 279-7026

Gulf Marine Data

3100 Ridgelake Dr.
Metairie, LA 70001
Tel.: (504) 837-2552
Richard H. Vinas, Naval Architect, Vice President.
Parent Co.: Gulf Marine Design, Inc.
Primary Market Areas: National, India, Latin America.
Services: Vessel designs. Specialists on intact and damage stability according to IMCO or USCG rules.

Harza Engineering Co.

150 South Wacker Dr.
Chicago, IL 60606
Tel.: (312) 855-7000
Telex: 25-3540
TWX HARZENG CHICAGO
Dr. James H. Thrall, Head, Environmental Sciences Section.
Primary Market Areas: National, South America, Asia, Africa.
Services: Environmental services include fisheries management programs, planning and design of fish passage facilities, water quality monitoring, baseline biological studies, remote sensing of aquatic resources, water resource development impact assessment and mitigation, watershed protection and planning, and permitting and licensing of facilities. Engineering services include all aspects of water resource development planning and design for hydroelectric facilities irrigation systems, flood control structures and wastewater treatment plants.

Hawaii Marine Consultants Ltd

P.O. Box 1855
Kahului, HI 96732
Tel.: (808) 575-2340
Rick Gaffney, President.
Primary Market Areas: Hawaii, Pacific island nations.
Services: Development of fishing business pro formas, plans, approaches and feasibility studies for fisheries in Hawaii and the Pacific. Specialize in Pacific area fisheries, vessel outfitting and marine surveying through subsidiary Hawaii marine surveyors, and promotion of marine related business-all media.

Henry C. Halboth & Co., Inc.

15 Exchange Pl.
Jersey City, NJ 07302
Tel.: (201) 451-1121
Telex: 128285 ATT HALBOTH
Henry C. Halboth, President.
Primary Market Areas: National, Caribbean and Latin America.
Services: Marine surveyors and consultants in hull, machinery and marine structures. Preparation of damage survey reports and repair specifications; estimation, negotiation and review of repair costs; supervision of repairs, conversions and overhauls; inspections for condition, value and suitability for service/trip in tow; on/off charter (hire) condition surveys; deadweight (draft) survey calculations; bunker (fuel oil) survey calculations; stability investigations; salvage feasibility analysis and planning; salvage engineers and international consultants.
Branches & Personnel:
Henry C. Halboth, President.
51 Bingham Ave.
Rumson, NJ 07760
Tel.: (201) 741-6806

Henry Von Oesen and Associates, Inc.

611 Princess St., P.O. Drawer 2087
Wilmington, NC 28402
Tel.: (919) 763-0141
Henry M. Von Oesen, President.
Primary Market Areas: Mid-Atlantic States, South Atlantic States, Gulf Coast States.
Services: Civil, sanitary, structural, mechanical, electrical, coastal and marine engineering. Specialists in design of harbors, piers, docks, marinas. Feasibility studies of seafood industrial parks, etc. Land use planning and site development studies. Environmental impact studies and reports.

Herbert V. Shuster, Inc.

5 Hayward St.
Quincy, MA 02171
Tel.: (617) 328-7600
George W. Bierman, President.
Primary Market Areas: National.
Services: Provide technical and engineering consulting service to the food, pharmaceutical and chemical specialty industries. Services include: product development; sanitation audits; quality control and quality assurance testing; chemical, microbiological and sensory panel testing; feasibility studies; management services; consumer tests; process engineering; regulatory interfacing; and in-plant trouble shooting.
Branches & Personnel:
Food Engineering Associates
Roland Dickson, Director of Engineering.
5 Hayward St.
Quincy, MA 02171
Tel.: (617) 328-1449

I. M. Brokers, Inc.

301 W. Camino Gardens Blvd., Ste. F
Boca Raton, FL 33432
Tel.: (305) 368-5072
Telex: 51-8804
Winfield H. Scott, President.
Parent Co.: Systems South, Inc.
Primary Market Areas: South Atlantic States, Central America and Caribbean.
Services: Engineer, design, erect and supply all components of processing plants.
Branches & Personnel:
New Providence Seafood Ltd.
Dieghton Edwards.
P.O. Box N-9658
Nassau, Bahamas
Tel.: (809) 323-5449

ICM, Inc.

P.O. Box 1152, Rte. 10
Randolph, NJ 07869
Tel.: (201) 584-0330
Edwin D. Tichenor, Vice President.
Primary Market Areas: National, Europe.
Services: Fish medications and water analysis.

Infinity Unlimited, Inc.

P.O. Box 30594
Dallas, TX 75230
Tel.: (214) 661-3209
Phil B. Hathaway, President and Director of Engineering.
Primary Market Areas: National, Worldwide.
Services: Consultant: designing, engineering and construction of water and waste water treatment systems.

Island Control Ltd.

P.O. Box 1990
Charlottetown, PEI C1A 7NA Canada
Tel.: (902) 892-1912
Telex: 014-44242
John A. Day, Chief Engineer.
Primary Market Areas: New England.
Services: Design custom electrical distribution panels for marine applications. Consultants for electrical distribution systems.
Branches & Personnel:
Island Control Ltd.
Eric A. Ellsworth, President.
P.O. Box 1990
Charlottetown, PEI C1A 7N4 Canada
Tel.: (902) 892-1912

J. D. Koppernaes Engineering Ltd.

1248 Bedford Hwy.
Bedford, NS B4A 1C6 Canada
Tel.: (902) 835-8348
Telex: 019-21669
Johan D. Koppernaes, President.
Primary Market Areas: New England, Mid-Atlantic States, National, Canadian Atlantic Provinces. St. Lucia, Trinidad/-Tobago, Nassau, Peru, United Kingdom.
Services: Provide fisheries engineering services covering design of all types of fish plants, process equipment, cold storage plants. Perform feasibility and marketing studies for a variety of businesses and products. Provide project management and construction services.

Harry A. Jackson P.E.

20 Holmes St.
Mystic, CT 06355
Tel.: (203) 536-7015
Harry A. Jackson, Naval Architect.
Primary Market Areas: National.
Services: Consultation and ship design both hull and machinery. Undersea work a specialty.

James R. Reed and Associates, Inc.

813 Forrest Dr.
Newport News, VA 23606
Tel.: (804) 599-6750
James R. Reed, Jr., President.
Primary Market Areas: Mid-Atlantic States, South Atlantic States.
Services: Environmental consulting; impact assessments and ecological surveys; taxonomic identification of plankton, macroinvertebrates and fish; primary productivity studies; reservoir studies; commercial laboratory services in biology, microbiology and chemistry; toxicity testing, bioassays and hazardous waste analysis.

John Fancy, Inc.

14 Jefferson St., P.O. Box F
Waldoboro, ME 04572
Tel.: (207) 832-7584
John Fancy, President.
Primary Market Areas: New England.
Services: Laboratory testing and evaluation of water and waste water treatment systems. Also do testing for canned and frozen products.

John Ordway & Associates

12 Auburn St., P.O. Box 174
Newburyport, MA 01950
Tel.: (617) 462-9929
John R. Ordway, Director.
Primary Market Areas: National, Canada.
Services: Economic and operational analyses and design of vessel components, vessels, shoreside equipment, ports and harbors. Business planning services for cooperatives, individuals, corporations. Feasibility investigations of catching, processing, holding, and distribution systems. Special product procurement and project management. Computer-based data management, trend analyses, optimization/projection. User need and impact investigations. Expert witness testimony.

John P. Colletti & Associates

P.O. Box 13378
Pittsburgh, PA 15243
Tel.: (412) 561-6000
John P. Colletti, President.
Primary Market Areas: Worldwide.
Services: Hull and machinery surveys, cargo surveys, export packing consulting, new construction supervision, ultra sonic gaugings, and appraisals of steam, diesel, electric power systems.
Branches & Personnel:
Robert Gilham, Marine and Industrial Survey Engineer.
P.O. Box 2
Hamburg, NY 14075
Tel.: (716) 649-8855

JSA, Inc., Architects/Planners

179 W. Washington Blvd.
Chicago, IL 60602
Tel.: (312) 782-4526
Jose I. Alfonso, President.
Parent Co.: Associated with Enertech, Inc.
Primary Market Areas: New England, Great Lakes States.
Services: Design processing and packaging systems. Consultant.

L and W Fish Farm

Rte. 2, P.O. Box 519A
Greenville, MS 38701
Tel.: (601) 335-4789
Mark L. Lupher, Owner.
Primary Market Areas: Gulf Coast States.
Services: Consultant on fish farm, hatchery design and management. Disease diagnosis and chemical analysis.

Lake Management Analysts

4513 Shenandoah Dr.
Louisville, KY 40222
William D. Pearson.
Primary Market Areas: Kentucky and Indiana.
Services: Lake and pond management consultation, fish population surveys, aquatic plant control.

Louisiana Ecrevisse

1144 Rue Crozat
Baton Rouge, LA 70810
Tel.: (504) 766-5745 or 771-5210
Jay V. Huner, Owner.
Primary Market Areas: Gulf Coast States.
Services: Consulting services in aquaculture of warm water crustaceans (marine and freshwater) and warm water finfishes (freshwater).

Stanley F. Lowe, Marine Surveyor

6531 Peacock Rd.
Sarasota, FL 33581
Tel.: (813) 349-2050
Stanley F. Lowe, Owner.
Primary Market Areas: Western Florida.
Services: Condition and valuation surveys. Consulting services.

Lucander-Dowhos, Naval Architects & Marine Engineers

P.O. Box 711
San Perlita, TX 78590
Tel.: (512) 248-5209
Nils C.J. Lucander, Naval Architect.
Primary Market Areas: Worldwide.
Services: Designs of energy-efficient displacement boats and vessels, both commercial and pleasure boats, and power and sailing craft. Designs of new fishing rigs and new fishing equipment. International consulting in fisheries programs and total catch utilization systems. Inventions and innovations.
Branches & Personnel:
Dave J. Dowhos, Naval Architect.
222 Crescent Ave.
Thunder Bay, ON P7A 7K6 Canada
Tel.: (807) 344-3217

M. Rosenblatt & Son, Inc.

350 Broadway
New York, NY 10013
Tel.: (212) 431-6900
Arnold M. Stein, Assistant to President.
Primary Market Areas: National, Japan.
Services: All areas of naval architecture U.S. Navy, commercial fleet, and off shore structures. Recommendations and approvals of all types of fishing vessel gear and equipment.
Branches & Personnel:
Amos Baki, Branch Manager.
2341 Jeff Davis Hwy., Century Bldg., Suite 540
Arlington, VA 22202
Tel.: (703) 892-5681

Fred Kaufman, Branch Manager.
667 Mission St.
San Francisco, CA 94105
Tel.: (415) 777-0500

Al Adelman, Branch Manager.
1005 Seventh Ave.
San Diego, CA 92101
Tel.: (714) 238-1300

Marine Ecological Products Corp.

P.O. Box 2733
Arlington, VA 22202
Tel.: (703) 548-9085
Telex: 440075 or 440175 Washington, D.C.
Vito S. Pedone, President.
Primary Market Areas: National, Europe.
Services: Consultant on water ecology with respect to oil spills, discharges of oily water from boats, water treatment systems, and industrial systems.
Branches & Personnel:
Marine Ecological Products, Inc. (Europe)
W. F. Walters, Director.
The Beeches, 103 The St.
Bramford, Ipswich, Suffolk IP8 4DY England
Tel.: Ipswich (0473) 41952

Marine Engineering Associates

269 3rd St.
San Rafael, CA 94901
Tel.: (415) 456-7886
John G. Moore, Vice President, Treasurer.
Primary Market Areas: Northern California.
Services: Towing and salvage.

Marine Financial Consultants, Inc.

106 Front St.
New Bradford, MA 02740
Tel.: (617) 999-1375
Nelson Long, Jr., President.
Primary Market Areas: New England.
Services: Financing specialists for commercial fishing industry.

Marine Funding Int., Inc.

200 E. 16 St
New York, NY 10003
Tel.: (212) 475-2653
Ronald C. Harry, Executive Vice President.
Primary Market Areas: Worldwide.
Services: Financial consultants, funding, financing, feasibility studies.

Marine Research & Planning, Inc.

P.O. Box 2581
San Francisco, CA 94126
Tel.: (415) 441-3100
Telex: 171068
TWX 910-372-7398 I.T.T. 470339
Norman L. deVall, Vice President, Operating Manager.
Parent Co.: Marine Chartering Co., Inc.

Primary Market Areas: National, Canada, Central America, Latin America, Europe.
Services: Consultants specialized in cargo handling, terminals, vessel operations and conversions.

Marine Sanitation Specialists

1900 No. Northlake Way
Seattle, WA 98103
Tel.: (206) 633-1110
Dennis Massoth, Owner.
Primary Market Areas: Southwest Pacific Coast, Pacific Northwest, British Columbia, Canada.
Services: Consulting, estimating, selling, installing and servicing marine sanitation sewage systems. All parts required for do-it-yourself installations.

Marine Surveyors & Consultants, Ltd.

677 Ala Moana Blvd., Suite 1002A
Honolulu, HI 96813
Tel.: (808) 531-7772
Telex: PPIHNL634104
Dennis D. Smith, Principal Surveyor.
Primary Market Areas: Southwest Pacific Coast, Pacific Northwest, South and Central Pacific.
Services: Condition and insurance surveys, consulting, commercial vessel concepts and designs.

Marine Technical Assistance Group

1240 Rubenstein Ave.
Cardiff-by-the-Sea, CA 92007
Tel.: (714) 753-1847 or 453-2020
William 'Skip' H. Price, Owner.
Primary Market Areas: Worldwide.
Services: Marine science prototype and specialty equipment. Design consultation, engineering and fabrication. Vessel charters, boat service and diving services. Vessel outfitters, marine surveyors, vessel deliveries anywhere in the world, with U.S.C.G. licensed captains and crews. Vessel management and maintenance, refinishing. Physical science and biological field technicians. Ecological consultant.
Branches & Personnel:
W.H. "Skip" Price, Owner.
11689 K Sorrento Vly. Rd.
San Diego, CA 92121
Tel.: (714) 453-2020

Marinovich Trawl Co., Inc.

1317 E. First St., P.O. Box 294
Biloxi, MS 39533
Tel.: (601) 436-6429
Steve J. Marinovich, President.
Primary Market Areas: Worldwide.
Services: Designers and manufacturers of nets and gear, serving the commercial fisheries and marine science groups.

James McPherson, Yacht and Commercial Vessel Design

Box 521
Tiburon, CA 94920
Tel.: (415) 383-8986
James McPherson, Naval Architect.
Primary Market Areas: National.
Services: Design - yachts & fishing vessels (all fisheries) to 200 feet. Consultation - general vessel evaluation, stability tests and manuals, vessel structural analysis, new vessel planning, conversions, sail-powered fishing vessels, admeasurement.

MEECO Marinas, Inc.

P.O. Box 518
McAlester, OK 74501
Tel.: (800) 331-8150
H. Gene Walker, Sales Manager.
Primary Market Areas: Worldwide.

George E. Meese

194 Acton Rd.
Annapolis, MD 21403
Tel.: (301) 263-4054
George E. Meese, Owner.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Great Lakes States.
Services: Design and survey all kinds of floating equipment, vessels and yachts. Consultation on all kinds of marine problems and ventures.

Jan L. Michalek, Independent Researcher

11830 Camp Ohio Road N.E.
St. Louisville, OH 43071
Tel.: (614) 745-2187
Jan L. Michalek.
Primary Market Areas: Worldwide.
Services: Consultant: design of fish hatcheries; growth supervision from the beginning through production; pond design, specializing in rainbow, brown, and brook trout and salmon; disease diagnosis and treatment.

Minerva Consulting Group, Inc.

200 Park Ave.
New York, NY 10166
Tel.: (212) 972-1020
Telex: 127353
Adam Starchild, President.
Primary Market Areas: Worldwide.
Services: Taxation and financial planning, investment planning, venture capital, joint ventures, use of international tax havens for commercial fishing and aquaculture operations.

Mitch's Farm Raised Catfish

Loop Rt., P.O. Box 164
Tahlequah, OK 74464
Tel.: (918) 868-2802
Mitch Fram, Owner, Operator.
Primary Market Areas: Northeastern Oklahoma.
Services: Consultant services.

N. DeWeir & Co., Inc.

Americana House, 10-12 Audrey Ave.
Oyster Bay, NY 11771
Tel.: (516) 922-7901 or (212) 746-3997
Telex: 144599
Norman G. DeWeir, President.
Primary Market Areas: Worldwide.
Services: Correspondents and technical advisors to marine underwriters and vessel owners. Major casualty services, salvage, wreck removal. Fisheries regulatory advisors.

Napier Co.

Lindsay St.
Arbroath, Tayside DD11 1RR Scotland
Tel.: (0241) 75112
Telex: 76642 NAPIER
Maurice J. Napier, Proprietor.
Primary Market Areas: Worldwide.
Services: Vessel design and associated work on craft from about 30 ft. (9m) upwards, in steel, wood, fiberglass and ferrocement. Known internationally for experience in stability calculations, giving advice on improvements to existing vessels, investigating casualties and seakindliness problems.
Branches & Personnel:
Captain Wolstenholme Marine Surveys, Inc.
Denis E. Wolstenholme, President.
P.O. Box 3313
Anchorage, AK 99510
Tel.: (907) 277-5109
Telex: 26646
TWX NORTHSHIP

Natural Resources Consultants

4055 21st Ave. West
Seattle, WA 98199
Tel.: (206) 285-3480
Dayton L. Alverson, Managing Partner.
Primary Market Areas: Worldwide.
Services: Assessment and forecasting of fishery resources, fishery development, fishing gear and harvest strategy, infrastructure planning, natural resource management, fishery and environmental legislation, natural resource economics, environmental assessment, investment advice.

Norgaard (USA), Inc.

8 Cumberland St.
Charleston, SC 29401
Tel.: (803) 723-6032
Erik Norgaard, Senior Partner.
Parent Co.: Norgaard Consulting Engineers
Primary Market Areas: National, Scandinavia, Africa.
Services: Consulting services for planning and design of fisheries projects. Resource and market studies. Fishing harbor and community planning.
Branches & Personnel:
Norgaard Consultants
Jaegersborg Alle 16, 2920 Charlottenlund
Copenhagen Denmark
Tel.: t45 1-638866
Telex: 16600 ATT NORPARTNERS

Normandeau Associates, Inc.

25 Nashua Rd.
Bedford, NH 03102
Tel.: (603) 472-5191
Weldon S. Bosworth, Jr., Executive Vice President.
Parent Co.: Bank Building Corporation
Primary Market Areas: National.
Services: Preparation of comprehensive environmental reports, including drafting full NEPA-CEQ Environmental Assessment and Environmental Impact Assessment documents. Environmental expert advice, mediation and testimony in: fisheries management, rare and endangered species, aquatic invertebrates, marine and estuarine ecology, contaminant (pollutant) tracking, statistical design of sampling programs, hydrology/water resources, and water quality NPDES and related permit compliance monitoring, bioassay and aquatic toxicity testing. Solid and liquid waste disposal management, design and manufacture of data acquisition, tethered, ocean buoy systems.
Branches & Personnel:
Piscataqua Marine Laboratory
Pamela Hall, Director.
11 Pickering Ave.
Portsmouth, NH 03801
Tel.: (603) 431-5270

Norship, Inc.

3600 15th Ave. W.
Seattle, WA 98119
Tel.: (206) 284-1773
Telex: 32-8430
Thomas Lamb, President.
Primary Market Areas: Southwest Pacific Coast, Pacific Northwest.
Services: Naval architecture and marine engineering consulting. Port engineering and vessel maintenance service. Fishing vessel management.

North Atlantic Seafood & Fisheries Consultants

P.O. Box 725
Greenville, NC 27834
Tel.: (919) 752-8197
W.D. Pruden, President.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States.
Services: Consulting in the development and utilization of new and existing fisheries, seafood management and marketing.

Northwest Boat Yard

1871 Ross Ave.
Marysville, WA 98276
Tel.: (206) 259-4569
Ben J. Hall, Owner.
Primary Market Areas: Pacific Northwest.
Branches & Personnel:
O.E. Spear, Manager.

NUS Corporation

4 Research Pl.
Rockville, MD 20850
Tel.: (301) 948-7010
TWX 710-828-0540
Parent Co.: Halliburton
Primary Market Areas: South Atlantic States.
Services: Consulting and engineering firm.

Ocean Oil International Engineering Corporation

3019 Mercedes Blvd.
New Orleans, LA 70114
Tel.: (504) 367-4072
Hector V. Pazos, President /Owner.
Primary Market Areas: National, All countries in Europe, S. America, Mexico, Canada, Japan, Africa.
Services: Ship design, ship conversions, barges and workboats, offshore design, marine salvage, shipyard design, feasibility reports, admiralty law expertise, consultants, field assistance, project management.
Branches & Personnel:

P & J Seafood, Inc.
Hector V. Pazos, President.
3019 Mercedes Blvd
New Orleans, LA 70114
Tel.: (504) 831-3593

Oceanic Technologists, Inc.

P.O. Box 252
Waldoboro, ME 04572
Tel.: (207) 832-7981
Telex: 144599
Norman G. DeWeir, President.

Primary Market Areas: National, Latin America, Carribean, Far East.

Services: Salvage/wreck removal, oil pollution containment and clean-up, pier damage, fisheries advisors.

Branches & Personnel:

242 Asharoken Ave.
Northport, NY 11768
Tel.: (516) 261-1537
Telex: 144599

Olko Engineering

500 Fifth Ave.
New York, NY 10110
Tel.: (212) 279-2822
Telex: ITT 420001 ETLX Attn Olko
Stephen M. Olko, Principal.

Primary Market Areas: National. Africa, Central America.

Services: Master planning, economic feasibility studies, cost estimates, designs, construction inspection of piers, bulkheads, and breakwaters, warehouses, material handling, dredging, and environmental studies.

Osprey Marine & Engineering Co., Inc.

4000 East Parrish Rd., P.O. Box 736
Mims, FL 32754
Tel.: (305) 267-8811
John T. Emmick, President.

Primary Market Areas: National, Bahamas, Virgin Islands.

Services: Naval architects and marine consultants. Builders of 33 and 40 ft. commercial fiberglass boats and related systems known as the Rum Runners.

Pacific Bio Marine Labs., Inc.

P.O. Box 536
Venice, CA 90291
Tel.: (213) 822-5757
Rimmon C. Fay, President.

Primary Market Areas: National, Canada, England, Germany, France, Japan.

Services: Collection and supply of live marine biological specimens for research and education. Consultants to government agencies and industries.

Guido F. Perla, Naval Architecture & Marine Engineering

Rte. 2, Box 240
Vashon, WA 98070
Tel.: (206) 463-9502
Guido F. Perla, President.

Primary Market Areas: National, Mexico, Costa Rica, Panama, Columbia, Venezuela, Ecuador, Chile, Peru.

Services: Consulting, engineering and design for fishing boats, tuna seiners, shrimp boats, processors, trawlers, tug-boats and offshore supply boats; general repairs and conversions; production engineering.

Potter and McArthur, Inc.

50 Hunt St.
Watertown, MA 02172
Tel.: (617) 923-1322
Gerrit J. Vandissel, President.

Primary Market Areas: National, Canada, Mexico, Caribbean.

Services: Consultants for design, construction supervision, and contract drawings. Construction and shop drawings, marine engineering and naval architecture. Vessels 16 ft. to 500 ft. Fish processing plant engineering, on board and ashore. Condition surveys, appraisal surveys, rigging and outfit surveys. Purchase and sale consulting.

Progressive Services, Inc.

212 Washington Ave., P.O. Box 10076
Baltimore, MD 21204
Tel.: (301) 823-4567
Everett A. Tolley, President.

Primary Market Areas: Worldwide.

Services: Association, convention, legislative and management advisory services. This includes automation studies, profitability studies, market research, fisheries development and quality control programs.

R. Reisner & Associates

1500 E. Galer Seattle
Seattle, WA 98112
Tel.: (206) 323-3822
Ron Reisner, Owner.

Primary Market Areas: Pacific Northwest.

R.W. Peach Engineering Associates

888 Pine Trail
Arnold, MD 21012
Tel.: (301) 974-0793
Robert W. Peach, Owner.

Primary Market Areas: Worldwide.

Services: Accident/failure investigations and analysis. Design and analysis for hydraulic systems and mechanisms, vessel stability and structure, and propellers. Vibration analysis, naval architecture and marine engineering.

Reynolds Metals Co.

6601 W. Broad St., P.O. Box 27003
Towson, VA 23261
Tel.: (804) 281-2000
Telex: REMETCOGO 817348
Chester H. Holtyn, Program Engineer, Marine.

Services: Technical services provided to users of aluminum sheet, plate, extrusions, tubing and pipe for fishing vessels and marine equipment.

Branches & Personnel:

62 Perimeter Center East
Atlanta, GA 30346

Shell Building, 200 East Joppa Rd.
Towson, MD 21204

36 Washington St.
Wellesley Hills, MA 02181

5820 Main St.
Williamsville, NY 14221

6929 West 130 St.
Cleveland, OH 44130

16000 Northland Dr.
Southfield, MI 48075

6540 N.W. 9th Ave.
Ft. Lauderdale, FL 33309

Suite 207, Bushnell Plaza
Hartford, CT 06103

5850 San Felipe, Suite 360
Houston, TX 77057

2111 Directors Row
Indianapolis, IN 46241

5670 Wilshire Blvd., P.O. Box 54975
Los Angeles, CA 90054

Suite 220, Madruga Bldg., 1550 Madruga Ave.
Coral Gables, FL 33146

2525 North Mayfair Rd.
Milwaukee, WI 53226

7505 Metro Blvd.
Edina, MN 55435

3101 37th St.
Metairie, LA 70001

245 Park Ave.
New York, NY 10017

10 Presidential Blvd., North
Bala Cynwyd, PA 19004

Sun Dial Rd.
Troutdale, OR 97060

919 Kildaire Farm Rd., Suite 5
Cary, NC 27511

P.O. Box 4081, 840 Hinckley Rd.
Burlingame, CA 94010

2819 First Ave.
Seattle, WA 98121

Roajanr Associates

P.O. Box 23
Hyannis, MA 02601
Tel.: (617) 775-8479
Roger A. Chambers, President.

Primary Market Areas: Worldwide.

Services: Provides coating specifications for new buildings and repairs and on-site coating inspection during new building and dry dockings to assure compliance with owners' specifications. Conducts coating surveys to satisfy the owners' or the builders' requirements.

Robert E. Derecktor, Inc.

311 East Boston Post Rd.
Mamaroneck, NY 10543
Tel.: (914) 698-5020
James R. Mattingly, Sales Manager.

Primary Market Areas: National, Near East, Africa, South America, Phillipines.

Services: Boatbuilders of aluminum and steel construction. Custom and standard designs for fish vessels, military, commercial, sailing and power yachts. Custom gear and hardware. All maintenance and repair, storage facilities. NY yard: 61,000 sq. ft. enclosed building area, 130-ton crane, railway; RI yard: 50 acres, floating dry dock to 25,000 tons, complete commercial fish accomodations; Florida yard: 17 acres, 400-ton elevator. Sales department includes commercial and pleasure boat brokerage.

Branches & Personnel:

Robert E. Derecktor of Rhode Island, Inc.
Robert E. Derecktor, President.
Building 234, Coddington Cove
Middletown, RI 02840
Tel.: (401) 847-9270

Derecktor-Gunnell, Inc.
Skip Gunnell, Vice President.
775 Taylor Ln.
Dania, FL 33004
Tel.: (305) 920-5756

Philip L. Ross

71 East Quinobequin Rd.
Waban, MA 02168
Tel.: (617) 527-2686
Philip L. Ross, Naval Architect.

Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States.

Services: Cruising yacht design. Consultant to boat manufacturers in the design, construction and marketing of cruising, sail, power, and motorsailer boats. Custom design for live aboard boats.

S. A. S. Designers

1263 Lake Circle Dr.
Mobile, AL 36609
Tel.: (205) 661-5070
S. E. Schapals, Owner, Naval Architect.

Primary Market Areas: National, Germany.

Services: Fishing vessels, supply vessels, tugs, pushboats. Dry docks, yard facilities, lofting, tape digitizing. Ocean going yachts up to 200 ft.

Salty, Inc.

Riverbend, P.O. Box 50
Carrabelle, FL 32322
Tel.: (904) 697-2372
TWX 810-751-8624
Elizabeth P. Rentz, Vice President.

Primary Market Areas: South Atlantic States, Gulf Coast States, Mexico.

Services: Marine consultant and broker for commercial fishing vessels, gear and equipment, and commercial charters.

Branches & Personnel:

Salty, Inc.
Tom Rentz, Jr., President.
1627 Peachtree St. N.E., Suite 203
Atlanta, GA 30309
Tel.: (404) 875-5659 or 874-0595
TWX 810-751-8624

Scarab Corporation

P.O. Box 123
Manchester By-The-Sea, MA 01944
Tel.: (617) 526-4052
Telex: 951105
Michael Campbell, President.

Primary Market Areas: National, South America and Europe.

Services: Consultants for new technology, market research, and international market development projects.

Sea Otter Trawl Gear
50 Mystic St.
Charlestown, MA 02129
Tel.: (617) 241-8714
Clifford A. Goudey, Owner.
Primary Market Areas: New England.
Services: Consulting; deck layout, rigging and trawl gear design; marine product design.

Sea Plantations, Inc.
29 Congress St.
Salem, MA 01970
Tel.: (617) 745-4560
Peter J. Lappin, President.
Primary Market Areas: New England.
Services: Consultant for closed biological recycle systems, diets, water quality testing. Design and engineering of aquaculture facilities. Assessment surveys.

Seaworthy Engine Systems, Inc.
36 Main St.
Essex, CT 06001
Tel.: (203) 767-0937
TWX 7104580271
David A. O'Neil, President.
Primary Market Areas: National.
Services: Marine engineering, fuel conservation, energy audits, plan approval, owner representation.

Siegfried Schapals
1263 Lake Circle Dr.
Mobile, AL 36609
Tel.: (205) 661-5070
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Southwest Pacific Coast, Pacific Northwest, Germany, Africa.
Services: Designers of fishing vessels, tugs, offshore supply vessels, dry docks, launching and building facilities. Lofting service with N.C. digitizing. Large ocean-going vessels, yacht design. Consultants in shipyard, installations, facility design, economy studies, etc.

Sinclair & Associates
1443 Ahuawa Loop
Honolulu, HI 96816
Tel.: (808) 737-5441
Thomas L. Sinclair, Jr., Senior Partner.
Primary Market Areas: National, Philippines, Taiwan, Japan, Australia and Europe.
Services: Specializing in sport and commercial fishing vessel design. Generally, small craft design, power and sail, 15-120 ft. Marine consulting.

Ken Russell Slade
One Washington Square
Newport, RI 02840
Tel.: (401) 849-7779
Ken Russell Slade, Attorney.
Primary Market Areas: National.
Services: U.S. Coast Guard Documentation of Vessels; agent to ships, owners, charter parties; marine contracts management, arbitration, appraisals; all maritime/admiralty matters; corresponding attorneys by arrangement in all courts of all states and nations.

Synder Associates, Inc.
P.O. Box 98
Essex, CT 06426
Tel.: (203) 767-1122
Telex: 96-6445
Asa E. Snyder, President.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States.
Services: Propulsion and energy specialist. Selection of propellers, nozzles, engines, and machinery to obtain optimum performance. Minimum fuel consumption, a primary objective.

Niels E. Sorensen-Viale N.A.
10318 177th Ave. N.E.
Redmond, WA 98052
Tel.: (206) 881-1544
Niels E. Sorensen-Viale, Naval Architect.
Primary Market Areas: National.
Services: Advanced design of any size fishing vessel, sail or motor yacht, ocean racer, cargo or passenger carrier, or wind propelled fishing vessel. Consultant on fisheries and transportation planning, economic feasability analysis, and financial planning.

Southern Fish Culturists, Inc.
P.O. Box 251
Leesburg, FL 32748
Tel.: (904) 787-1360
John F. Dequine, President.
Primary Market Areas: South Atlantic States, Gulf Coast States, Caribbean and West Indies.
Services: Aquaculture consultants: hatchery design and management, brood fish and fingerlings, water pollution surveys and analyses, aquatic weed control, fish kill evaluation, fishery management in lakes and streams.

Sparks International Company
P.O. Box 3254
Vallejo, CA 94590
Tel.: (707) 642-9593
John Q. Sparks, Owner.
Primary Market Areas: Southwest Pacific Coast, Pacific Northwest, Great Lakes States.
Services: New construction, rebuilding, re-outfitting, in-progress inspection, condition & appraisal surveys, design & construction plans - all phases.
Branches & Personnel:
James S. Swasey, Dist. Mgr., Delta District.
P.O. Box 763
Rio Vista, CA 94571
Tel.: (707) 374-2780

John S. Martin.
P.O. Box 1179
Brookings, OR 97415
Tel.: (503) 469-4909

Spencer Fluid Power
8410 Dallas Ave. South
Seattle, WA 98108
Tel.: (206) 763-0210
Telex: 32-8893
George D. Wolff, President.
Parent Co.: Spencer Aircraft Industries, Inc.
Primary Market Areas: National, South America.
Branches & Personnel:
John Mahoney, Branch Manager.
2435 S.E. 11th
Portland, OR 97214
Tel.: (503) 234-9914

Mike Burris, Branch Sales Manager.
665 Conger
Eugene, OR 97402
Tel.: (503) 485-7168

The Stanwick Corp. (Operations Engineering Div.)
3661 E. Virginia Beach
Norfolk, VA 23502
Tel.: (804) 855-8681
Gerald L. Clark, General Manager of Marketing.
Primary Market Areas: National, Canada.
Services: Maintenance management and inventory control systems. Also, support services of certified shipfitters, welders, pipefitters and marine electricians to shipyards and industry throughout the East coast and Gulf region. Other services offered are Design Services Department, Charleston, S.C. and a marine repair shop in San Diego, California for diesel engine, marine pumps, etc., to include a full fuel-injection repair facility.
Branches & Personnel:
The Stanwick Corp. (Technical Support Services Div.)
Mack Reifer, Divisional Vice President.
7280 Arlington Expr., Suite #130
Jacksonville, FL 32211
Tel.: (904) 724-7975

The Stanwick Corp. (Marine Repair Div.)
Scotty Marshall, Division Manager.
1019 West Laurel Ave
San Diego, CA 92101
Tel.: (714) 233-1208

The Stanwick Corp. (Design Services Dept.)
Tom Sawyer, Division Manager.
P.O. Box 70455, 5290 Rivers Avenue
Charleston Heights, SC 29405
Tel.: (803) 747-5228

Vickers-Stanwick Systems, Inc.
Gerald L. Clark, Marketing.
560 Rochester St
Ottawa, ON K1S 4M2 Canada

Strasburger Inspection Service
429 Betz Pl.
Metairie, LA 70005
Tel.: (504) 833-2005
Larry W. Strasburger, Consultant - Owner.
Primary Market Areas: National, Mexico, Honduras, Panama, Columbia, Caribbean.
Services: Product examination. Plant inspection for quality control and sanitation. Specializing in shrimp, oyster and crab processing in all phases of preparation.

T.A. Herbert & Associates, Inc.
P.O. Box 10129
Tallahassee, FL 32302
Tel.: (904) 222-4634, 222-1334
Thomas A. Herbert.
Primary Market Areas: South Atlantic States, Gulf Coast States, Mexico, Central America.
Services: General consultants for fishery resource development with specialities including: gear development, financing evaluation of fish stocks, technology transfer, and energy conservation.

Tele-Press Associates, Inc.
342 E. 79 St.
New York, NY 10021
Tel.: (212) 744-2202
Alan Macnow, President.
Primary Market Areas: National, Japan, Korea, Southeast Asia.
Services: Consulting, public relations, and lobbying.

Texas Fish Ranches
7710 Pinebrook Dr.
San Antonio, TX 78230
Tel.: (512) 342-6667
Jerry Witten, Owner.
Primary Market Areas: Gulf Coast States.
Services: Consulting: fisheries, pond construction.

* Texas Instruments, Inc.
P.O. Box 225621 M/S 349
Dallas, TX 75265
Tel.: (214) 995-4934
Telex: 73-301
TWX 910-867-4702
Paul Zweiacker, Customer Requirements Manager.
Primary Market Areas: National.
Services: Environmental consulting, aquatic and terrestrial environmental assessment, biological and chemical sample processing, aquaculture technology, population modeling, airborne thermal infrared surveys, quality control/quality assurance systems for environmental research, air quality monitoring and modeling.
Branches & Personnel:
Dale Caldwell, Southeast Regional Manager.
2280 U.S. 19 North, Suite 232
Clearwater, FL 33515
Tel.: (813) 796-1926

Wayne Ondler, Southwest Regional Manager.
225621 M/S 349
Dallas, TX 75265
Tel.: (214) 995-4934

Robert K. Kennedy, Western Regional Manager.
2460 West 26th Ave., Diamond Hill Suite 46C
Denver, CO 80211
Tel.: (303) 455-5796

Joe Saga, Midwestern Regional Manager.
515 West Algonquin
Arlington Heights, IL 60006
Tel.: (312) 640-3902

Larry Wehr, Northeast Regional Manager.
P.O. Box 237
Buchanan, NY 10511
Tel.: (914) 737-3081

Ed Tschupp, Air Programs Manager.
225621 M/S 349
Dallas, TX 75265
Tel.: (214) 995-4934

Thos. L. Stanley & Assoc.

4041 Martinique
Kenner, LA 70062
Tel.: (504) 443-2012
Thos. L. Stanley, Jr., President, General Manager.
Primary Market Areas: National.
Services: Marine consultants, salvage surveyors and loss adjusters on hull, machinery, salvage, heavy lifts, load outs and trip and tow; condition and valuation appraisals; loss prevention; scheduled preventitive maintenance; management engineering; insurance analysis.

Tibbetts Engineering Corp.

210 Deane St.
New Bedford, MA 02746
Tel.: (617) 996-5633
Robert C. Verkade, Vice President.
Primary Market Areas: New England.
Services: Consulting civil engineering services including waterfront design of piers, wharfs, and bulkheads and site development for waterfront commercial fishing and industrial development.
Branches & Personnel:
Henry C. Govoni, Director of Field Operations.
303 Rodman St.
Fall River, MA 02721
Tel.: (617) 676-1710

J.R. Townsend

235 Montgomery St., Suite 1202
San Francisco, CA 94104
Tel.: (415) 397-1076
James R. Townsend, Owner.
Parent Co.: Fishery Consultant
Primary Market Areas: National, Canada, Mexico, South Africa, Peru, Australia, New Zealand Philippines, Thailand.
Services: General consulting services covering fish processing, canning, and fish reduction.

Trap Fishing Ltd.

25 Pearse St.
Dublin, Dublin 2 Ireland
Tel.: 692659
William V. Kingston, Managing Director.
Primary Market Areas: Worldwide.
Services: Development of hardware and techniques for fishing and aquaculture.

Underwood McLellan, Ltd.

89 Carlingview Dr.
Rexdale, ON M9W 5E4 Canada
Tel.: (416) 675-6484
Telex: 06-989210
David A. Reid, Senior Biologist, Aquaculture and Fisheries.
Parent Co.: The UMA Group
Primary Market Areas: Worldwide.
Services: Hatcheries for cold water, warm and cool water fish species; hatchery management; commercial fish farm design; fishways, counting fences and spawning channel design; thermal effluent aquaculture; sea ranching facilities and recirculation systems.
Branches & Personnel:
Don Sinclair, Senior Biologist, Aquaculture and Fisheries.
200-6545 Bonsor Ave.
Burnaby, BC V5H 1H3 Canada
Tel.: (604) 438-5311
Telex: (043) 54660

UMA Engineers, Inc.
Jim Caufield, Director, Aquacultural Engineering Services.
Suite 700, Board of Trade Building, 310 S. W. Fourth Ave.
Portland, OR 97204
Tel.: (503) 224-6300
Telex: 0036-0623

U. S. Appraisal Co.

1510 Dexter Horton Bldg.
Seattle, WA 98104
Tel.: (206) 682-0640
Alfred V. Perthou, President.
Primary Market Areas: Southwest Pacific Coast, Pacific Northwest.
Services: Valuation consultants to processors, boat and equipment manufacturers for insurance, accounting, and financing purposes.

* Wesley D. Wheeler Associates Limited

104 East 40th St.
New York, NY 10016
Tel.: (212) 867-4760
Telex: 426040, 236922, 66627
TWX WU Domestic 126476
Wesley D. Wheeler, President.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Spain.
Services: Naval architects, marine engineers, surveyors, conceptual and preliminary design contract supervision and plan approval.

Westgate and Associates

83 Prince St.
Boston, MA 02130
Tel.: (617) 522-2669
Michael D. M. Westgate.
Primary Market Areas: New England, Mid-Atlantic States, Europe and Japan.
Services: Westgate & Associates helps organizations implement high-promise economic development projects, effectively and efficiently, by planning, organizing and obtaining financing for them. Most, but not all, of Westgate's real estate projects have been located on the urban waterfront. Financing of a major new seafood complex for New York City was the subject of a study completed in 1980 for the city and the Port Authority of New York and New Jersey

White Fish Authority

10 Young St.
Edinburgh, Scotland GB
Tel.: (031) 225-2515
Telex: 527261
Robert Bennett, Deputy Chief Executive, Technical Director.
Primary Market Areas: National, Portugal, Greece, United Kingdom, Saudi Arabia, Kuwait, UAE, Bahrain, India, Sri Lanka, Philippines, Brunei, Malaysia, Mexico, Columbia, Brazil, Canada, and Newfoundland.
Services: Consultancy, management and training services in the entire field of marine fisheries and fish farming. The services cover resource assessment, exploratory fishing, economic feasiblity studies, fishery development programs, licensing and joint venture studies, fishing vessel design, performance trials, stability investigations, management of vessel building programs, design of on board handling and processing systems. Factory layout, designs, port and harbor studies, training in fisheries and fish farming, model testing of fishing gear, special fishing charts, marketing and distribution, marine fish farming (including site selection, systems design, and plant commissioning).
Branches & Personnel:
White Fish Authority
Robert Bennett, Deputy Chief Executive, Technical Director.
St. Andrew's Dock
Hull, North Humberside HU3 4QE United Kingdom
Tel.: 0482 27837
Telex: 527261

Whitehall Brokerage, Inc.

685 Third Ave.
New York, NY 10017
Tel.: (212) 949-1111
Telex: 640151
James J. Carcioppolo II, Accounts Executive, Ocean Marine Insurance.
Parent Co.: Ter Bush & Powell, Inc.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Europe, Far East, Caribbean.
Services: Insurance brokers and average adjusters specializing in all forms of marine insurance. We also provide analysis and risk management on all types of insurance coverages.

Wildlife Specialists, Inc.

176 Shallowford Rd.
Kennesaw, GA 30144
Tel.: (404) 926-5357
Derry L. Stockbridge, President.
Primary Market Areas: National.
Services: Lake management and consulting, aquatic weed control.

Willdan Associates

1020 So. Anaheim Blvd.
Anaheim, CA 92805
Tel.: (714) 774-5740
William C. Stookey, Vice President.
Primary Market Areas: Southwest Pacific Coast.

Services: Consulting engineer: ponds, water development, hydraulic equipment, etc.

Woodward-Clyde Consultants

3 Embarcadero Center, Suite 700
San Francisco, CA 94111
Tel.: (415) 956-7070
Telex: RCA 278530
Robert D. Glynn, Vice-President.
Primary Market Areas: National, Canada, Switzerland, Mexico.
Services: Professional services in freshwater and marine fisheries ecology, hydrology, coastal engineering, and related earth science and engineering disciplines. Included in services are field, laboratory, and modelling investigations for industry and government agencies.
Branches & Personnel:
Wayne MacCallum, Senior Scientist.
1373 Broad St., Box 678 Allwood Sta
Clifton, NJ 07012
Tel.: (201) 471-2000
Telex: 133-541

Robert D. Plunkett, Vice President.
3489 Kurtz St.
San Diego, CA 92110
Tel.: (714) 225-9381

Richard W. Firth, Jr., Senior Scientist.
4791 Business Park Blvd., Suite 1
Anchorage, AK 99503 (907) 276-2335

Edward H. Owens, Senior Scientist.
16 Bastion Sq.
Victoria, BC V8W 1H9 Canada
Tel.: (604) 381-5811

Zeigler Bros., Inc.

P.O. Box 95
Gardners, PA 17324
Tel.: (717) 677-6181
Dr. Thomas R. Zeigler, President.
Primary Market Areas: National, South America, Central America, Japan.
Services: Nutritional consultation re: feed manufacturing, quality control, nutrition.

Designers

Acme Engineering Co.

112 Pleasant Hill Rd.
Scarborough, ME 04074
Tel.: (207) 883-5111
James J. Kelley III, President.
Primary Market Areas: New England, Mid-Atlantic States.
Services: Onshore and shipboard refrigeration services: project management, design, construction; mechanical contractors and engineers.

Advanced Engineering Consultants, Inc.

2626 12th Ct. S.W.
Olympia, WA 98502
Tel.: (206) 943-6702
Lawrence A. Kyle, Project Engineer.
Primary Market Areas: Pacific Northwest.
Services: Consulting engineering for fish hatcheries and aquaculture facilities, including general, civil, structural, hydraulic, environmental and biological aspects. Services include site selection, feasability study and planning, report preparation, design and construction management.
Branches & Personnel:
Roger Johnson P.E., Managing Engineer.
1776 Fowler
Richland, WA 99352
Tel.: (509) 735-2294

Gene Anderson, Naval Architect & Marine Constuctor

3702-Motor Ave., Suite 4
Los Angeles, CA 90034
Tel.: (213) 559-2800
Gene Anderson, Owner.
Primary Market Areas: Worldwide.
Services: Act as a marine constructor and naval architect in general practice designing any type of floatable, including fishing boats, yachts, tugs, work boats, charter, etc. Able to design up to 150 feet in length in wood, plastic and steel. As a constructor, obtain own clients, design, arrange financing, obtain builder, supervise construction, run trials, etc. McAnderson also writes on marine subjects and is a consultant on marine matters.

Aqua Services, Ltd.

P.O. Box 1174
Los Lunas, NM 87031
Tel.: (505) 865-7514
Dr. James R. Clary, Senior Biologist.
Primary Market Areas: National.
Services: Environmental engineering consultants, aquaculture consultants, systems design.

Aquacultural Services, Ltd.

4852 Pescadero Ave.
San Diego, CA 92107
Tel.: (714) 226-8951
Thomas C. Benton, Consultant.
Primary Market Areas: Southwest Pacific Coast, Pacific Northwest.
Services: Aquaculture consulting services, geothermal utilization consulting services, agricultural and food processing wastes utilization and control services.

Aquaculture Systems Internation

11211 Sorrento Valley Rd., Ste. E
San Diego, CA 92121
Tel.: (714) 452-5765
James M. Carlberg, Vice President, General Manager.
Parent Co.: ASI Inc./CMC, Inc.
Primary Market Areas: National, Caribbean, Mexico, Asia.
Services: Aquaculture management and consulting: species selection and site evaluation. Systems design and construction. Equipment and supplies.

The Aquatic Innovation Laboratory (TAIL, Inc.)

22 Puritan St.
S. Dartmouth, MA
Tel.: (617) 993-7664
Frank T. Baker, President and Director.
Primary Market Areas: National.
Services: Aquaculture research and development, systems development and consultation, low-energy input, concepts for all types of projects. Market studies and project feasability studies.

ARC Industries, Inc.

P.O. Box 3498
Indialantic, FL 32903
Tel.: (305) 254-1917
Frank T. DeAngelo, President.
Primary Market Areas: Worldwide.

Arcos Cielos Corporation

P.O. Box 3818
W. Sedona, AZ 86340
Tel.: (602) 282-5939
Elliott C. L. Maynard, President.
Primary Market Areas: National, Puerto Rico, Africa, Middle East.
Services: Giant freshwater prawnculture, research, systems design, hatchery design, growout systems, management consultation, innovative approach to future - science aquaculture.

Argus Research Corporation

3201 Landover St., Suite 601
Alexandria, VA 22305
Tel.: (703) 836-2928
Donald M. Walls, President.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States.
Services: Research and development of ship, submersible/submarine, and under water systems and implantments. Systems engineering, installation and design; program management; survey and implantment design and execution.
Branches & Personnel:
Walter E. Whitaker, Jr., Vice President and General Manager.
20 Romagna Rd.
Niantic, CT 06357
Tel.: (203) 739-8077

Art Anderson Associates, Inc.: Marine Consultants

148 First Street
Bremerton, WA 98310
Tel.: (206) 373-1438
Eric L. Anderson, Vice President.
Primary Market Areas: National.
Services: Naval architectural and marine engineering consulting, engineering, and design for fishing boat, ferry, work boat, tug and barge new construction, conversion, refurbishment and repair. Services provided include: specifications, bid and design evaluation, hull form development, stability calculations, arrangements, structural design and analysis, propeller design, propulsion machinery, electrical systems, piping systems,

HVAC, equipment section, production planning and scheduling, owner's representation and test procedures.

Atlantic Forge Co.

P.O. Box 70
Waldoboro, ME 04572
Tel.: (207) 832-7667
Hans E. Nicolaisen, Proprietor.
Primary Market Areas: New England.
Services: Design, development, and custom fabrication of equipment, machinery, and light steel weldments. Technical and consulting services in energy conservation and development.

Bay Area Marine Institute

Pier 66
San Francisco, CA 94107
Tel.: (415) 552-4500
W. Tay Vaughan III, President.
Primary Market Areas: National.
Services: BAMI is a training and work center for marine services technicians, teaching a full range of state-of-the-art skills including fiberglass technology, electrical systems, diesel mechanics, and painting/finishing. An educational facility with full-time day students, evening classes, and a railway/shop complex for building and repair. A fishery advisory board and naval design group operate within the Institute.

Better Products, Inc.

P.O. Box 1052
Alamosa, CO 81101
Tel.: (303) 589-3032
Erwin Young.
Primary Market Areas: Worldwide.
Services: Designer and fabricator of eco-systems for fish culture, from backyard to commercial size, complete with fish.

Conrad Birkhoff, Naval Architects

Laufgraben 37
2000 Hamburg 13, D-2000 Germany
Tel.: (4940) 449127
Telex: 217 35 36 CBHH D
Conrad C. Birkhoff, President.
Primary Market Areas: Worldwide.
Services: Designers, supervisors, and brokers for fishing vessels. Planning experts to the fishing industry. Naval drawing office, delivery assistance, transshipments and training of crew.

Blancke Marine Services

1600 Broadway, Suite 203
Westville, NJ 08093
Tel.: (609) 853-8290 or 468-6999
Bruce Belousofsky, President.
Primary Market Areas: National.
Services: Custom and stock design fishing vessels up to 200 ft. Designs in steel, aluminum, fiberglass, ferrocement. Specializing in freezer trawlers, sailing fishing vessels and processors. Consulting services.

Bob Wallstrom, Small Craft Design & Survey, Inc.

Brooklin, ME 04616
Tel.: (207) 359-8327
Bob Wallstrom, President.
Primary Market Areas: National.
Services: Small craft design, for pleasure, commercial, sail or power craft. Marine surveys (New England area only) specializing in small craft of any kind.

Brooklin Boat Yard

Center Harbor
Brooklin, ME 04616
Tel.: (207) 359-2236
Joel M. White, Co-owner, Naval Architect.
Primary Market Areas: New England.
Services: Custom builders of both pleasure and commercial boats up to 45 feet. Specialize in wood construction. Custom finishing of fiberglass hulls. Two marine railways; storage and repair services. Joel White is a naval architect and does design work.

Cape Henry Marine

P. O. Box 10134
Norfolk, VA 23513
Tel.: (804) 499-7552
Robert Hamilton, President.
Primary Market Areas: National.
Services: Efficient designs for commercial, military and recreational craft. Also available to engineer changes to modernize or solve problems on operating vessels.

Case Existological Laboratories, Ltd

783 Cave St.
Victoria, B.C. V9A 5T6 Canada
Tel.: (604) 386-2938
Telex: 049-7493
Murdo D. Smith, Vice - President.
Services: Complete design of vessels, specifications, construction supervision, construction contract administration, oil analysis, trouble shooting, appraisals and vibration analysis. Standard designs available.
Branches & Personnel:
Dennis McGee, Chief Construction Supervisor.

John N. Case, President.
2203 Timberloch Pl. Suite 235/P.O. Drawer 23
The Woodlands, TX 77380
Tel.: (713) 367-5480

Charlottetown Metal Products Ltd.

Allen St.
Charlottetown, PEI C1A 7K7 Canada
Tel.: (902) 892-1993
Telex: 014-44147
David O. Mosher, President.
Primary Market Areas: Canada, United States, Caribbean, South America, Europe, Australia.
Services: Custom fabricators of fish processing and handling equipment.

Robert M. Chiles, P.E. Engineers, Consultants & Marine Surveyors

529 Tryon Palace Dr., P.O. Box 3496
New Bern, NC 28560
Robert M. Chiles, Principal.
Primary Market Areas: Mid-Atlantic States.
Services: Naval architecture and marine engineering for steel work boats, deck gear and machinery. Marine survey of steel, wood and fiberglass hulls. Engineering consultant for shipyards, insurance industry and fisheries operations. Marine railway inspection and design.

Custom Craft Boat Co.

2805 Palma Dr.
Ventura, CA 93003
Tel.: (805) 644-2773
Robert N. Villegas, Owner.
Primary Market Areas: Southwest Pacific Coast.
Services: Boat builders and repairers.

Dravo SteelShip Corp.

Rt. 4, P.O. Box 76
Pine Bluff, AR 71602
Tel.: (501) 536-0362
TWX 910-729-2919
George R. Steutel, Vice President, General Manager.
Parent Co.: Dravo Corp.
Primary Market Areas: National, Latin American.
Services: Design and construct boats and barges of steel or aluminum up to 200 ft. l.o.a.

Engineering Equipment Co.

Suite 1000, 1515 West 22nd St.
Oak Brook, IL 60521
Tel.: (312) 325-9400
Telex: 25-3817
TWX 910-651-3062
Edward D. Fry, Director, Marine Division.
Parent Co.: Marine Engineering Corp.
Primary Market Areas: National, Latin America, Middle East, Far East, and Africa.
Services: Design and consulting engineer.

Frank L. Beier Radio, Inc.

811 S. Causeway Blvd.
New Orleans, LA 70121
Tel.: (504) 837-2680
Telex: 58-201
David C. Hackney, Sales Manager.
Primary Market Areas: Gulf Coast States, Latin America.
Services: Design and fabrication of special communication and navigation systems.
Branches & Personnel:
Gary Gaudin, Manager.
1110 Pennsylvania
Houston, TX
Tel.: (713) 943-3064

Bob Riddle, Salesman.
2805B Pleasant Valley Rd.
Mobile, AL 36606
Tel.: (205) 478-8475

Louis Spath, Manager.
128 N. Van Ave.
Houma, LA 70360
Tel.: (504) 876-5730

Thomas Gillmer, Naval Architects

1 Shipwright Harbor
Annapolis, MD 21401
Tel.: (301) 263-4322
Thomas Gillmer, President.
Primary Market Areas: National.
Services: Custom designs for wood, one-off fiberglass, aluminum and steel. Sailing fishing craft specialty.

Gregor Jonsson Associates, Inc.

1520 Berkeley Rd.
Highland Park, IL 60035
Tel.: (312) 831-2030
Frank Heurich, President.
Primary Market Areas: Worldwide.
Services: Design shrimp peeling and deveining equipment and accessories.

Dr. Roy A. Grizzell

Rte. 1, Box 496
Monticello, AR 71655
Tel.: (501) 367-8163
Dr. Roy A. Grizzell, Consulting Biologist.
Primary Market Areas: National.
Services: Consulting services in design, construction and management of commercial warm water fish farms.

Gulf Marine Data

3100 Ridgelake Dr.
Metairie, LA 70001
Tel.: (504) 837-2552
Richard H. Vinas, Naval Architect, Vice President.
Parent Co.: Gulf Marine Design, Inc.
Primary Market Areas: National, India, Latin America.
Services: Vessel designs. Specialists on intact and damage stability according to IMCO or USCG rules.

Henry C. Halboth & Co., Inc.

15 Exchange Pl.
Jersey City, NJ 07302
Tel.: (201) 451-1121
Telex: 128285 ATT HALBOTH
Henry C. Halboth, President.
Primary Market Areas: National, Caribbean and Latin America.
Services: Marine surveyors and consultants in hull, machinery and marine structures. Preparation of damage survey reports and repair specifications; estimation, negotiation and review of repair costs; supervision of repairs, conversions and overhauls; inspections for condition, value and suitability for service/trip in tow; on/off charter (hire) condition surveys; deadweight (draft) survey calculations; bunker (fuel oil) survey calculations; stability investigations; salvage feasibility analysis and planning; salvage engineers and international consultants.
Branches & Personnel:
Henry C. Halboth, President.

51 Bingham Ave.
Rumson, NJ 07760
Tel.: (201) 741-6806

Hydro Air, Inc.

P.O. Box 808, 1275 Bloomfield Ave.
Fairfield, NJ 07006
Tel.: (201) 575-0935
TWX 710 734 4317
George J. Huston, Manager.
Primary Market Areas: Mid-Atlantic States.
Services: Design hydraulic systems and hydro static drives.

I. M. Brokers, Inc.

301 W. Camino Gardens Blvd., Ste. F
Boca Raton, FL 33432
Tel.: (305) 368-5072
Telex: 51-8804
Winfield H. Scott, President.
Parent Co.: Systems South, Inc.
Primary Market Areas: South Atlantic States, Central America and Caribbean.
Services: Engineer, design, erect and supply all components of processing plants.
Branches & Personnel:
New Providence Seafood Ltd.
Dieghton Edwards.
P.O. Box N-9658
Nassau, Bahamas
Tel.: (809) 323-5449

Infinity Unlimited, Inc.

P.O. Box 30594
Dallas, TX 75230
Tel.: (214) 661-3209
Phil B. Hathaway, President and Director of Engineering.
Primary Market Areas: National, Worldwide.
Services: Consultant: designing, engineering and construction of water and waste water treatment systems.

International Marketing & Trading, Inc.

3435 N.W. 37th St
Miami, FL 33142
Tel.: (305) 633-3028
Telex: 51-5068
Pedro L. Rodriguez, President, Sales Director.
Primary Market Areas: Southern Florida, Latin America and Caribbean.
Services: Design hydraulic fishing gear. Design and construction of 33 ft. fiberglass work boat.
Branches & Personnel:
Intramar, Inc.
Mike Marks, President.
P.O. Box 350641
Miami, FL 33142
Tel.: (305) 634-4240

American Shipbuilding & Design, Inc.
Jorge-Martin Lavielle, President.
3620 N.W. 48 St.
Miami, FL 33142
Tel.: (305) 633-3028 or 634-4240
Telex: 51-5068

Island Control Ltd.

P.O. Box 1990
Charlottetown, PEI C1A 7NA Canada
Tel.: (902) 892-1912
Telex: 014-44242
John A. Day, Chief Engineer.
Primary Market Areas: New England.
Services: Design custom electrical distribution panels for marine applications. Consultants for electrical distribution systems.
Branches & Personnel:
Island Control Ltd.
Eric A. Ellsworth, President.
P.O. Box 1990
Charlottetown, PEI C1A 7N4 Canada
Tel.: (902) 892-1912

Harry A. Jackson P.E.

20 Holmes St.
Mystic, CT 06355
Tel.: (203) 536-7015
Harry A. Jackson, Naval Architect.
Primary Market Areas: National.
Services: Consultation and ship design both hull and machinery. Undersea work a specialty.

James S. Krogen & Co., Inc.

3333 Rice St.
Miami, FL 33133
Tel.: (305) 448-8169
Telex: 808067 - KA SHIP
James S. Krogen, President.
Primary Market Areas: National, Europe, South America and Caribbean.
Services: Consulting, design and conversion engineering of all types of vessels.

John Ordway & Associates

12 Auburn St., P.O. Box 174
Newburyport, MA 01950
Tel.: (617) 462-9929
John R. Ordway, Director.
Primary Market Areas: National, Canada.
Services: Economic and operational analyses and design of vessel components, vessels, shoreside equipment, ports and harbors. Business planning services for cooperatives, individuals, corporations. Feasibility investigations of catching, processing, holding and distribution systems. Special product procurement and project management. Computer-based data management, trend analyses, optimization/projection. User need and impact investigations. Expert witness testimony.

JSA, Inc., Architects/Planners

179 W. Washington Blvd.
Chicago, IL 60602
Tel.: (312) 782-4526
Jose I. Alfonso, President.
Parent Co.: Associated with Enertech, Inc.
Primary Market Areas: New England, Great Lakes States.
Services: Design processing and packaging systems. Consultant.

Lucander-Dowhos, Naval Architects & Marine Engineers

P.O. Box 711
San Perlita, TX 78590
Tel.: (512) 248-5209
Nils C.J. Lucander, Naval Architect.
Primary Market Areas: Worldwide.
Services: Designs of energy-efficient displacement boats and vessels, both commercial and pleasure boats, and power and sailing craft. Designs of new fishing rigs and new fishing equipment. International consulting in fisheries programs and total catch utilization systems. Inventions and innovations.
Branches & Personnel:
Dave J. Dowhos, Naval Architect.
222 Crescent Ave.
Thunder Bay, ON P7A 7K6 Canada
Tel.: (807) 344-3217

Lunde Electric Co., Inc.

2401 N.W. Market St.
Seattle, WA 98107
Tel.: (206) 783-6800
Telex: 15-2793
Sigmund Eriksen, President.
Primary Market Areas: Pacific Northwest.
Services: Conceptual design and layout for new construction and conversion of vessels for catching, processing or catcher/processor companies operating in Alaskan waters.

M. Rosenblatt & Son, Inc.

350 Broadway
New York, NY 10013
Tel.: (212) 431-6900
Arnold M. Stein, Assistant to President.
Primary Market Areas: National, Japan.
Services: All areas of naval architecture U.S. Navy, commercial fleet, and off shore structures. Recommendations and approvals of all types of fishing vessel gear and equipment.
Branches & Personnel:
Amos Baki, Branch Manager.
2341 Jeff Davis Hwy., Century Bldg., Suite 540
Arlington, VA 22202
Tel.: (703) 892-5681

Fred Kaufman, Branch Manager.
667 Mission St.
San Francisco, CA 94105
Tel.: (415) 777-0500

Al Adelman, Branch Manager.
1005 Seventh Ave.
San Diego, CA 92101
Tel.: (714) 238-1300

Marine Technical Assistance Group

1240 Rubenstein Ave.
Cardiff-by-the-Sea, CA 92007
Tel.: (714) 753-1847 or 453-2020
William 'Skip' H. Price, Owner.
Primary Market Areas: Worldwide.
Services: Marine science prototype and specialty equipment. Design consultation, engineering and fabrication. Vessel charters, boat service and diving services. Vessel outfitters, marine surveyors, vessel deliveries anywhere in the world, with U.S.C.G. licensed captains and crews. Vessel management and maintenance, refinishing. Physical science and biological field technicians. Ecological consultant.
Branches & Personnel:
W.H. "Skip" Price, Owner.
11689 K Sorrento Vly. Rd.
San Diego, CA 92121
Tel.: (714) 453-2020

Marinovich Trawl Co., Inc.

1317 E. First St., P.O. Box 294
Biloxi, MS 39533
Tel.: (601) 436-6429
Steve J. Marinovich, President.
Primary Market Areas: Worldwide.
Services: Designers and manufacturers of nets and gear, serving the commercial fisheries and marine science groups.

MEECO Marinas, Inc.

P.O. Box 518
McAlester, OK 74501
Tel.: (800) 331-8150
H. Gene Walker, Sales Manager.
Primary Market Areas: Worldwide.

George E. Meese

194 Acton Rd.
Annapolis, MD 21403
Tel.: (301) 263-4054
George E. Meese, Owner.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Great Lakes States.
Services: Design and survey all kinds of floating equipment, vessels and yachts. Consultation on all kinds of marine problems and ventures.

Jan L. Michalek, Independent Researcher

11830 Camp Ohio Road N.E.
St. Louisville, OH 43071
Tel.: (614) 745-2187
Jan L. Michalek.
Primary Market Areas: Worldwide.
Services: Consultant: design of fish hatcheries; growth supervision from the beginning through production; pond design, specializing in rainbow, brown, and brook trout and salmon; disease diagnosis and treatment.

Mid Coast Marine, Inc.

P.O. Box 692
Coos Bay, OR 97420
Tel.: (503) 269-5101
Jack L. Wilskey.
Parent Co.: Continental Marine
Primary Market Areas: Pacific Northwest, Mexico, Japan, Southeast Asia.
Services: Boat building to 100 ft. Boat repair to 80 ft. Mechanical engineer and naval architect. Hydraulic deck machinery.

Napier Co.

Lindsay St.
Arbroath, Tayside DD11 1RR Scotland
Tel.: (0241) 75112
Telex: 76642 NAPIER
Maurice J. Napier, Proprietor.
Primary Market Areas: Worldwide.
Services: Vessel design and associated work on craft from about

30 ft. (9m) upwards, in steel, wood, fiberglass and ferrocement. Known internationally for experience in stability calculations, giving advice on improvements to existing vessels, investigating casualties and seakindliness problems.

Branches & Personnel:
Captain Wolstenholme Marine Surveys, Inc.
Denis E. Wolstenholme, President.
P.O. Box 3313
Anchorage, AK 99510
Tel.: (907) 277-5109
Telex: 26646
TWX NORTHSHIP

Northwest Boat Yard

1871 Ross Ave.
Marysville, WA 98276
Tel.: (206) 259-4569
Ben J. Hall, Owner.

Primary Market Areas: Pacific Northwest.

Branches & Personnel:
O.E. Spear, Manager.

Ocean Oil International Engineering Corporation

3019 Mercedes Blvd.
New Orleans, LA 70114
Tel.: (504) 367-4072
Hector V. Pazos, President /Owner.

Primary Market Areas: National, All countries in Europe, S. America, Mexico, Canada, Japan, Africa.

Services: Ship design, ship conversions, barges and workboats, offshore design, marine salvage, shipyard design, feasibility reports, admiralty law expertise, consultants, field assistance, project management.

Branches & Personnel:
P & J Seafood, Inc.
Hector V. Pazos, President.
3019 Mercedes Blvd.
New Orleans, LA 70114
Tel.: (504) 831-3593

Olko Engineering

500 Fifth Ave.
New York, NY 10110
Tel.: (212) 279-2822
Telex: ITT 420001 ETLX Attn Olko
Stephen M. Olko, Principal.

Primary Market Areas: National, Africa, Central America.

Services: Master planning, economic feasibility studies, cost estimates, designs, construction inspection of piers, bulkheads, and breakwaters, warehouses, material handling, dredging, and environmental studies.

Olympic Prefabricators, Inc.

P.O. Box 33686
Seattle, WA 98133
Tel.: (206) 784-9111
Telex: 32-1242
Donald G. Peterson, Sales Engineer.

Primary Market Areas: National.

Services: Designers and fabricators of processing plants and equipment, cold storage plants, crew facilities, steel buildings and vessels.

Guido F. Perla, Naval Architecture & Marine Engineering

Rte. 2, Box 240
Vashon, WA 98070
Tel.: (206) 463-9502
Guido F. Perla, President.

Primary Market Areas: National, Mexico, Costa Rica, Panama, Columbia, Venezuela, Ecuador, Chile, Peru.

Services: Consulting, engineering and design for fishing boats, tuna seiners, shrimp boats, processors, trawlers, tug-boats and offshore supply boats; general repairs and conversions; production engineering.

Robert E. Derecktor, Inc.

311 East Boston Post Rd.
Mamaroneck, NY 10543
Tel.: (914) 698-5020
James R. Mattingly, Sales Manager.

Primary Market Areas: National, Near East, Africa, South America, Phillipines.

Services: Boatbuilders of aluminum and steel construction. Custom and standard designs for fish vessels, military, commercial, sailing and power yachts. Custom gear and hardware. All maintenance and repair, storage facilities. NY yard: 61,000 sq. ft. enclosed building area, 130-ton crane, railway; RI yard: 50 acres, floating dry dock to 25,000 tons, complete commercial fish accomodations; Florida yard: 17 acres, 400-ton elevator. Sales department includes commercial and pleasure boat brokerage.

Branches & Personnel:
Robert E. Derecktor of Rhode Island, Inc.
Robert E. Derecktor, President.
Building 234, Coddington Cove
Middletown, RI 02840
Tel.: (401) 847-9270

Derecktor-Gunnell, Inc.
Skip Gunnell, Vice President.
775 Taylor Ln.
Dania, FL 33004
Tel.: (305) 920-5756

Roger Marshall Yacht Designers and Naval Architects.

Box 127A
Jamestown, RI 02835
Tel.: (401) 423-1400
Roger Marshall.

Primary Market Areas: National, Europe, Australia.

Services: Sail and power yacht designs. Commercial craft up to 120 feet. Designs for alloy, steel, wood, FRP.

Philip L. Ross

71 East Quinobequin Rd.
Waban, MA 02168
Tel.: (617) 527-2686
Philip L. Ross, Naval Architect.

Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States.

Services: Cruising yacht design. Consultant to boat manufacturers in the design, construction and marketing of cruising, sail, power, and motorsailer boats. Custom design for live aboard boats.

S. A. S. Designers

1263 Lake Circle Dr.
Mobile, AL 36609
Tel.: (205) 661-5070
S. E. Schapals, Owner, Naval Architect.

Primary Market Areas: National, Germany.

Services: Fishing vessels, supply vessels, tugs, pushboats. Dry docks, yard facilities, lofting, tape digitizing. Ocean going yachts up to 200 ft.

Sea Otter Trawl Gear

50 Mystic St.
Charlestown, MA 02129
Tel.: (617) 241-8714
Clifford A. Goudey, Owner.

Primary Market Areas: New England.

Services: Consulting; deck layout, rigging and trawl gear design; marine product design.

Seaworthy Engine Systems, Inc.

36 Main St.
Essex, CT 06001
Tel.: (203) 767-0937
TWX 7104580271
David A. O'Neil, President.

Primary Market Areas: National.

Services: Marine engineering, fuel conservation, energy audits, plan approval, owner representation.

Siegfried Schapals

1263 Lake Circle Dr.
Mobile, AL 36609
Tel.: (205) 661-5070

Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Southwest Pacific Coast, Pacific Northwest, Germany, Africa.

Services: Designers of fishing vessels, tugs, offshore supply vessels, dry docks, launching and building facilities. Lofting service with N.C. digitizing. Large ocean-going vessels, yacht design. Consultants in shipyard, installations, facility design, economy studies, etc.

Synder Associates, Inc.

P.O. Box 98
Essex, CT 06426
Tel.: (203) 767-1122
Telex: 96-6445
Asa E. Snyder, President.

Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States.

Services: Propulsion and energy specialist. Selection of propellers, nozzles, engines, and machinery to obtain optimum performance. Minimum fuel consumption, a primary objective.

Sparks International Company

P.O. Box 3254
Vallejo, CA 94590
Tel.: (707) 642-9593
John Q. Sparks, Owner.

Primary Market Areas: Southwest Pacific Coast, Pacific Northwest, Great Lakes States.

Services: New construction, rebuilding, re-outfitting, in-progress inspection, condition & appraisal surveys, design & construction plans - all phases.

Branches & Personnel:
James S. Swasey, Dist. Mgr., Delta District.
P.O. Box 763
Rio Vista, CA 94571
Tel.: (707) 374-2780

John S. Martin.
P.O. Box 1179
Brookings, OR 97415
Tel.: (503) 469-4909

Spencer Fluid Power

8410 Dallas Ave. South
Seattle, WA 98108
Tel.: (206) 763-0210
Telex: 32-8893
George D. Wolff, President.

Parent Co.: Spencer Aircraft Industries, Inc.

Primary Market Areas: National, South America.

Branches & Personnel:
John Mahoney, Branch Manager.
2435 S.E. 11th
Portland, OR 97214
Tel.: (503) 234-9914

Mike Burris, Branch Sales Manager.
665 Conger
Eugene, OR 97402
Tel.: (503) 485-7168

The Stanwick Corp. (Operations Engineering Div.)

3661 E. Virginia Beach
Norfolk, VA 23502
Tel.: (804) 855-8681
Gerald L. Clark, General Manager of Marketing.

Primary Market Areas: National, Canada.

Services: Maintenance management and inventory control systems. Also, support services of certified shipfitters, welders, pipefitters and marine electricians to shipyards and industry throughout the East coast and Gulf region. Other services offered are Design Services Department, Charleston, S.C. and a marine repair shop in San Diego, California for diesel engine, marine pumps, etc., to include a full fuel-injection repair facility.

Branches & Personnel:
The Stanwick Corp. (Technical Support Services Div.)
Mack Reifer, Divisional Vice President.
7280 Arlington Expr., Suite #130
Jacksonville, FL 32211
Tel.: (904) 724-7975

The Stanwick Corp. (Marine Repair Div.)
Scotty Marshall, Division Manager.
1019 West Laurel Ave
San Diego, CA 92101
Tel.: (714) 233-1208

The Stanwick Corp. (Design Services Dept.)

Tom Sawyer, Division Manager.
P.O. Box 70455, 5290 Rivers Avenue
Charleston Heights, SC 29405
Tel.: (803) 747-5228

Vickers-Stanwick Systems, Inc.
Gerald L. Clark, Marketing.
560 Rochester St
Ottawa, ON K1S 4M2 Canada

Trap Fishing Ltd.

25 Pearse St.
Dublin, Dublin 2 Ireland
Tel.: 692659
William V. Kingston, Managing Director.

Primary Market Areas: Worldwide.

Services: Development of hardware and techniques for fishing and aquaculture.

Underwood McLellan, Ltd.

89 Carlingview Dr.
Rexdale, ON M9W 5E4 Canada
Tel.: (416) 675-6484
Telex: 06-989210
David A. Reid, Senior Biologist, Aquaculture and Fisheries.

Parent Co.: The UMA Group

Primary Market Areas: Worldwide.

Services: Hatcheries for cold water, warm and cool water fish species; hatchery management; commercial fish farm design; fishways, counting fences and spawning channel design; thermal effluent aquaculture; sea ranching facilities and recirculation systems.

Branches & Personnel:

Don Sinclair, Senior Biologist, Aquaculture and Fisheries.
200-6545 Bonsor Ave.
Burnaby, BC V5H 1H3 Canada
Tel.: (604) 438-5311
Telex: (043) 54660

UMA Engineers, Inc.
Jim Caufield, Director, Aquacultural Engineering Services.
Suite 700, Board of Trade Building, 310 S. W. Fourth Ave.
Portland, OR 97204
Tel.: (503) 224-6300
Telex: 0036-0623

* Wesley D. Wheeler Associates Limited

104 East 40th St.
New York, NY 10016
Tel.: (212) 867-4760
Telex: 426040, 236922, 66627
TWX WU Domestic 126476
Wesley D. Wheeler, President.

Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Spain.

Services: Naval architects, marine engineers, surveyors, conceptual and preliminary design contract supervision and plan approval.

Westlawn Associates

11 Jilson Rd.
Montville, NJ 07045
Tel.: (201) 335-1703
John Ammerman, Designer.

Primary Market Areas: National.

Services: Design inshore fishing vessels in steel, aluminum and wood, powered by engine and/or sail. All hull types from flat bottom to full displacement, round bottom or multi chine. Grey dawn, diesel/-sail, and dutch punter-type available as stock design, steel and wood construction.

White Fish Authority

10 Young St.
Edinburgh, Scotland GB
Tel.: (031) 225-2515
Telex: 527261
Robert Bennett, Deputy Chief Executive, Technical Director.

Primary Market Areas: National, Portugal, Greece, United Kingdom, Saudi Arabia, Kuwait, UAE, Bahrain, India, Sri Lanka, Philippines, Brunei, Malaysia, Mexico, Columbia, Brazil, Canada, and Newfoundland.

Services: Consultancy, management and training services in the entire field of marine fisheries and fish farming. The services cover resource assessment, exploratory fishing, economic feasiblity studies, fishery development programs, licensing and joint venture studies, fishing vessel design, performance trials, stability investigations, management of vessel building programs, design of on board handling and processing systems. Factory layout, designs, port and harbor studies, training in fisheries and fish farming, model testing of fishing gear, special fishing charts, marketing and distribution, marine fish farming (including site selection, systems design, and plant commissioning).

Branches & Personnel:

White Fish Authority
Robert Bennett, Deputy Chief Executive, Technical Director.
St. Andrew's Dock
Hull, North Humberside HU3 4QE United Kingdom
Tel.: 0482 27837
Telex: 527261

Willdan Associates

1020 So. Anaheim Blvd.
Anaheim, CA 92805
Tel.: (714) 774-5740
William C. Stookey, Vice President.

Primary Market Areas: Southwest Pacific Coast.

Services: Consulting engineer: ponds, water development, hydraulic equipment, etc.

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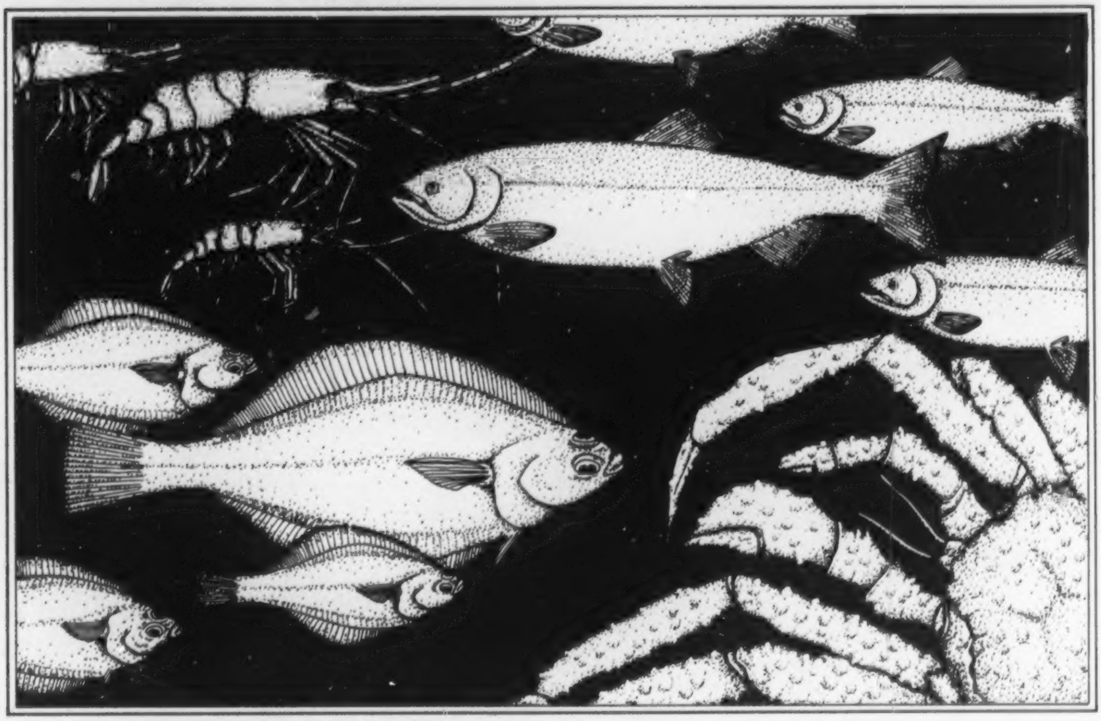
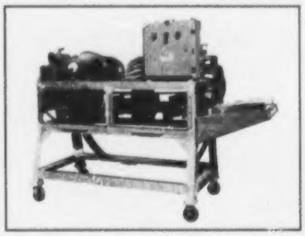
• SYSTEMS • MACHINERY
• COMPONENTS • EQUIPMENT

BEVIS & ASSOCIATES, INC.
1904 Stewart Street • Tacoma, Washington 98421
Tacoma (206) 383-5761 Seattle (206) 622-2684

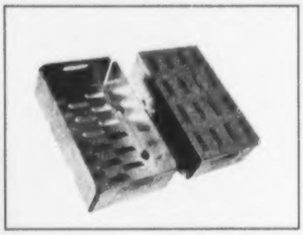


IF IT'S USED TO CATCH OR PROCESS SEAFOOD AND IT'S MADE OF METAL

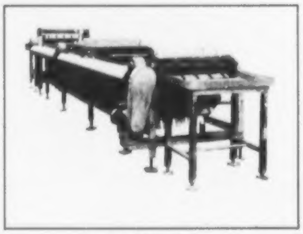


Salmon Slimer

131' Combination Hull



Freezing Pans



Double Dip Glazer

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3920 6th Avenue N.W. P.O. Box 70469
Seattle, Washington 98107
(206) 633-2222

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Alabama Cooperative Extension Service

3940 Government Blvd., Suite 5
Mobile, AL 36609
Tel.: (205) 661-5004
Mac V. Rawson, Ph.D., Marine Resource Development Specialist.
Primary Market Areas: Gulf Coast States.

Atlantic & Gulf Fishing Supply Corp.

591 S. W. 8th Street
Miami, FL 33130
Tel.: (305) 856-4505
Telex: 803165 ATAGULF
Arthur J. Lyons, President.
Primary Market Areas: South Atlantic States, Caribbean Islands, Central America, South America, Africa, Middle East, Pacific Islands.
Services: Company president serves as a consultant to many overseas customers, both governments and private businesses, particularly in underdeveloped countries. President has trained groups of Peace Corps volunteers as gear technologists to work with fishermen in Central America. Mr. Lyons has also delivered many seminars on gear, throughout the Western Hemisphere.

Bay Area Marine Institute

Pier 66
San Francisco, CA 94107
Tel.: (415) 552-4500
W. Tay Vaughan III, President.
Primary Market Areas: National.
Services: BAMI is a training and work center for marine services technicians, teaching a full range of state-of-the-art skills including fiberglass technology, electrical systems, diesel mechanics, and painting/finishing. An educational facility with full-time day students, evening classes, and a railway/-shop complex for building and repair. A fishery advisory board and naval design group operate within the Institute.

Arthur J. Bulger

Dept. of Biology, U. VA.
Charlottesville, VA 22901
Tel.: (804) 924-7118
Primary Market Areas: National.
Services: Education: college-level course in coastal ecology offered in June in Mystic, Connecticut, cosponsored by Mystic Aquarium and University of Connecticut. Topics include fisheries, aquaculture, two to three weeks of lectures, and a five-day cruise. Consulting services: education, fisheries, aquaculture.

Cape Fear Technical Institute

411 North Front St.
Wilmington, NC 28401
Tel.: (919) 343-0481
Arthur W. Jordan, Marine Supervisor and Director of Marine Operations.
Primary Market Areas: National.
Services: Courses in boatbuilding, marine construction, marine mechanics, navigation, oceanography, etc. Research.

Clatsop Community College Maritime Sciences Department

16th and Jerome
Astoria, OR 97103
Tel.: (503) 325-0910
Dennis Lodge, Director of the Fishermen's Training Program.
Primary Market Areas: Worldwide.
Services: Two-year training courses in all aspects of commercial fishing technology. One-week workshops for captains and alternates in "fish finding systems" and "fisheries technology.".

Friedrich Max Associates

P.O. Box 901
Leesburg, VA 22075
Tel.: (703) 777-3400
George E. Karas.
Primary Market Areas: National, Japan, Canada.
Services: Information services; technology transfer; product searches and development.

International Cable Protection Committee

Central Marine Depot, Berth 203
Western Docks, Southampton SO1 OHH Great Britain
Tel.: (703) 775577
Telex: 477660 THQ SO9
J. Rod. Nathan, Secretary.
Primary Market Areas: Worldwide.
Services: Free supply on request of specially-produced charts showing the position of submarine telephone cables so that they may be avoided. Free information on modifications to trawl gear so that it will not foul submarine cables.

Harry A. Jackson P.E.

20 Holmes St.
Mystic, CT 06355
Tel.: (203) 536-7015
Harry A. Jackson, Naval Architect.
Primary Market Areas: National.
Services: Consultation and ship design both hull and machinery. Undersea work a specialty.

Lucander-Dowhos, Naval Architects & Marine Engineers

P.O. Box 711
San Perlita, TX 78590
Tel.: (512) 248-5209
Nils C.J. Lucander, Naval Architect.
Primary Market Areas: Worldwide.
Services: Designs of energy-efficient displacement boats and vessels, both commercial and pleasure boats, and power and sailing craft. Designs of new fishing rigs and new fishing equipment. International consulting in fisheries programs and total catch utilization systems. Inventions and innovations.
Branches & Personnel:
Dave J. Dowhos, Naval Architect.
222 Crescent Ave.
Thunder Bay, ON P7A 7K6 Canada
Tel.: (807) 344-3217

Malaspina College

900 5th St.
Nanaimo, BC V9R 555 Canada
Tel.: (604) 753-3245
E. D. Lane, Coordinator of Fish Culture Program.
Primary Market Areas: National, Canada.
Services: Malaspina College offers a two-year Fish Culture Program

with courses designed to give students a history of fish culture and also the technology of modern fish husbandry. These courses contain a considerable amount of field and practical experience.

New Jersey Farm Bureau

168 West State Street
Trenton, NJ 08608
Tel.: (609) 393-7163
James E. Furlong III, Director, Member Relations.

Primary Market Areas: New Jersey.

Services: Legislative and regulatory services provided to and for commercial fishermen and farmers; additional services include health, home and car insurance. Member discount purchase plan on all tires, oil, batteries, filters and equipment.

Oregon State University Sea Grant College Program

Administrative Services Bldg., Room 320, Oregon State University
Corvallis, OR 97331
Tel.: (503) 754-2714
William Q. Wick, Director.

Primary Market Areas: Pacific Northwest, Chile and Mexico.

Services: Research, education and advisory services in ocean resources development and conservation, including fisheries harvest and husbandry, professional training for fishermen, ocean productivity, marine economics, maritime law, ports and harbor development, seafood processing technology and marketing, consumer use, international development projects, etc. Provides extension educational programs and services to mariners. Provides education and training in many marine fields.

Branches & Personnel:

OSU Seafood Laboratory, Astoria
Dr. David Crawford, Director.
250 36th St.
Astoria, OR 97103
Tel.: (503) 325-4531

OSU Marine Science Center
Dr. Vern Weber, Director.
Marine Science Dr.
Newport, OR 97365
Tel.: (503) 867-3011

Sea School

3770-16th St. North
St. Petersburg, FL 33704
Tel.: (813) 527-9104
Ron J. Wahl, Owner.

Primary Market Areas: Mid-Atlantic States, South Atlantic States, Gulf Coast States.

Services: Education - Maritime Training Facility. U. S. Coast Guard examination prep courses: Motorboat Operator, Inland Operator, Ocean Operator, Uninspected Towboat Operator. Additional Courses: Celestial Navigation, Loran - C, FCC Class III Exam Prep Course.

Searig Sail Systems Co.

73 Vauxhall St.
New London, CT 06320
Tel.: (203) 388-3614
Capt. Ted Charles Cohen, President.

Parent Co.: Seven Seas Yachts, Inc.

Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Windward and Leeward Islands.

Services: Design and build sailing rigs for commercial vessels and yachts. 3 vessels available for lease or charter for ocean research, educational programs, oceanography, marine biology. Seven Seas Cruises.

Branches & Personnel:

Saybrook Marine Services
2 Clark St.
Saybrook, CT 06475
Tel.: (203) 443-3484

Seven Seas & Searig
c/o Vernon Edwards Agents
St. John, Antigua West Indies

Ken Russell Slade

One Washington Square
Newport, RI 02840
Tel.: (401) 849-7779
Ken Russell Slade, Attorney

Primary Market Areas: National.

Services: U.S. Coast Guard Documentation of Vessels; agent to ships, owners, charter parties; marine contracts management, arbitration, appraisals; all maritime/admiralty matters; corresponding attorneys by arrangement in all courts of all states and nations.

White Fish Authority

10 Young St.
Edinburgh, Scotland GB
Tel.: (031) 225-2515
Telex: 527261
Robert Bennett, Deputy Chief Executive, Technical Director.

Primary Market Areas: National, Portugal, Greece, United Kingdom, Saudi Arabia, Kuwait, UAE, Bahrain, India, Sri Lanka, Philippines, Brunei, Malaysia, Mexico, Columbia, Brazil, Canada, and Newfoundland.

Services: Consultancy, management and training services in the entire field of marine fisheries and fish farming. The services cover resource assessment, exploratory fishing, economic feasiblity studies, fishery development programs, licensing and joint venture studies, fishing vessel design, performance trials, stability investigations, management of vessel building programs, design of on board handling and processing systems. Factory layout, designs, port and harbor studies, training in fisheries and fish farming, model testing of fishing gear, special fishing charts, marketing and distribution, marine fish farming (including site selection, systems design, and plant commissioning).

Branches & Personnel:

White Fish Authority
Robert Bennett, Deputy Chief Executive, Technical Director.
St. Andrew's Dock
Hull, North Humberside HU3 4QE
United Kingdom
Tel.: 0482 27837
Telex: 527261

Yacht Design Institute

P.O. Box 107
Brooklin, ME 04616
Tel.: (207) 359-8350
Bob Wallstrom, Director.

Primary Market Areas: Worldwide.

Services: Certified home study course in vessel design.

NATIONAL FISHERIES INSTITUTE

The united voice and representative of businesses and firms which process and distribute seafood products for the American Consumer. The Institute provides effective industry leadership on the national and international scene at a time when the demands on the seafood industry are greater than ever.

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- ***Industry/Government Liaison***
- ***Technology Retrieval System***
- ***Public Relations*** to provide factual, reliable information about the seafood industry
- ***Market Expansion & Promotion*** programs coordinated with the marketing programs conducted by the National Marine Fisheries Service
- ***Annual Convention***
- ***Scholarship Fund*** for graduate students engaged in seafood research
- ***NFI Blue Book,*** a Who's Who for the fisheries industry and directory of the more than 1000 member firms and individuals, indexed by state, city, brand name, type of business, species handled and other trade information.
- ***Group Life and Accident Insurance Plan*** for members

We Invite You To Join Us:

NATIONAL FISHERIES INSTITUTE
1101 Connecticut Ave., N.W.
Washington, D.C. 20036
TEL. (202) 857-1119

Export Management

American Overseas Industries
P.O. Box H
Sandston, VA 23150
Tel.: (804) 222-7434
Telex: 827454-AMEROSEAS RCH.
Charles H. Miller, President.
Primary Market Areas: Mid-Atlantic States, Caribbean, Venezuela, Iraq, Kuwait, Bahrain, Arab Emirates.
Services: Export management: marketing and engineering liaison for smaller U.S. manufacturers not having own export departments. Also serve as purchasing agent in U.S.A. for overseas manufacturers. Locate overseas sources of product and services for U.S. companies and handle all aspects of importing.

Aquafoods International, Inc.
Box 45
Piney Point, MD 20674
Tel.: (301) 994-0700
Gordon T. Yamada, President.
Primary Market Areas: Mid-Atlantic States, South Atlantic States, Gulf Coast States, Japan, Germany, Italy, Netherlands
Services: Aquaculture consultants.

Aras Marine Chartering Company
311 California St.
San Francisco, CA 94104
Tel.: (415) 392-2365, 391-2127 and 344-5435
Telex: 470474 ARASUI.
TWX Cables: ARASMARINE - SAN FRANCISCO.
H.J.E.A. Steinaecker, Associate and Partner, Director.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Southwest Pacific Coast, Pacific Northwest, Worldwide services; offices in Hong Kong and Manila.
Services: Purchase and sale of vessels; shipbrokerage and chartering; marine transport consulting; management consulting relating to transportation of perishable products and commodities.
Branches & Personnel:
Aras Marine Chartering Company Hong Kong Ltd.
Swirehouse, 6th Floor, Chater Road Central
Hong Kong, China
Telex: 73475 OTERY HX

Aras International Ltd.
Bancom III Bldg.
Makati, Metro Manila, Philipines
Telex: 22560 ATTN: ARAS INTERNATIONAL, DEPT. MS

Berint Trading Ltd.
12 Westchester Ave.
White Plains, NY 10601
Tel.: (914) 948-0030
Bert E. Rosenstock, President.
Primary Market Areas: Worldwide.

Blue Water Marine Supply, Inc.
1000 Broadway, P.O. Box 5457
Houston, TX 77012
Tel.: (713) 928-5951
Telex: 775183
Walter E. Turner, President.
Primary Market Areas: Worldwide.
Branches & Personnel:
Offshore Safety/Survival Division
George D. Gray, Executive Vice President.
P.O. Box 5457
Houston, TX 77012
Tel.: (713) 928-5951
Telex: 775183

Fiberglass TaC Division
Mark Reynolds, Manager.
P.O. Box 5457
Houston, TX 77012
Tel.: (713) 928-5951
Telex: 775183

Hollingsworth Manufacturing Division
Mark Reynolds, Manager.
P.O. Box 5457
Houston, TX 77012
Tel.: (713) 928-5951

Canovex Ltd.
P.O. Box 594
Halifax, NS B3J 2R7 Canada
Tel.: (902) 422-1554
Telex: 019-21723 (CORERE HFX)
Donald A. Fraser, Contracts Manager.
Primary Market Areas: New England, Mid-Atlantic States, Pacific Northwest, Canada, England, France, Germany, Norway, Iceland, Nigeria and several Latin American countries.
Services: Canovex Limited is a consortium of eight Canadian companies who collectively can supply everything required for a complete fishing industry or component of it. The member companies build steel fishing vessels, up to 300 ft. and fiberglass boats to 60 ft. They design and manufacture fishing gear, fish processing and handling equipment, fish unloaders, refrigerated trucks, winches, deck hardware, marine engines and hydraulic systems. General contractor, refrigeration contractor and cold storage construction companies are also included in the group.

Cateret Sales Associates Corp.
601 Palisade Ave.
Englewood Cliffs, NJ 07632
Tel.: (201) 767-0690
Telex: PSO FORT
Alan Sobelman, President.
Primary Market Areas: Gulf Coast States, Italy, France, Taiwan.
Services: Market surveys.

Chase, Leavitt and Co.
10 Dana St., P.O. Box 589
Portland, ME 04112
Tel.: (207) 772-3751
TWX 710-221-6349
William Leavitt, President.
Primary Market Areas: New England.
Services: Marine surveyors, steamship agents, customs brokers, international freight forwarders. Also, marine engine repairs and gear repairs.

Continental Commerce, Ltd.
10721 W. Capitol Dr.
Milwaukee, WI 53222
Tel.: (414) 464-5133
Telex: FOR CONCOM: 26-9420 WOLFF INTL MIL (Shared Telex)
TWX Cable: CONCOM
George D. Sheriffs, President.
Primary Market Areas: Worldwide.
Services: Specialists in all fishing industry-related trade between U.S. suppliers and overseas buyers.

Engineering Equipment Co.

Suite 1000, 1515 West 22nd St.
Oak Brook, IL 60521
Tel.: (312) 325-9400
Telex: 25-3817
TWX 910-651-3062
Edward D. Fry, Director, Marine Division.
Parent Co.: Marine Engineering Corp.
Primary Market Areas: National, Latin America, Middle East, Far East, and Africa.
Services: Design and consulting engineer.

Export Management Corporation

600 Madison Ave.
New York, NY 10022
Tel.: (212) 753-9595
Telex: 23882 EXPORT UR
Herb Prokscha, Director, Trading Services.
Parent Co.: I.T.M. Corporation
Primary Market Areas: Worldwide.

Gentrex, Inc.

22725 Greater Mack Avenue, Suite #1 Bldg. A
St. Clair Shores, MI 04808
Tel.: (313) 771-9550 or 771-9551
Telex: 0-23-5505
Peter W. Dixon, Vice President.
Primary Market Areas: Worldwide.
Services: Export management company representing manufacturers of propeller, keel coolers, water pumps, reverse and reduction gears, desalinators for shipboard use. Handle all sales, brokerage, shipping, shipping documents, consular and commercial invoicing, sight drafts, letters of credit, receivables, etc.

I.C.E.C.

717 Westchester Ave.
White Plains, NY 10604
Tel.: (914) 683-8325
Telex: 64 6655 A/B ICEC
TWX 710-568-0315 A/B INTECOMEX
Robert L. Fisher, Director of Marketing.
Parent Co.: ACLI International
Primary Market Areas: Worldwide.
Services: Principal exporters of marine machinery and electronics.
Branches & Personnel:
ICEC Chile
Sergio Dalgalarando C., Sales Manager.
P.O. Box 14320
Santiago, Chile
Tel.: (011) 562-80637
Telex: 352-1128 A/B PHOSAGNT

ICEC Europe Ltd.
Renger J. Verhagen, Managing Director.
130 Regent St.
London, WIR 6BJ England
Tel.: 011-41-1-734-6922
Telex: 851-24866 A/B ICEC G

Alben S.A.
Alfredro Benavides, Managing Director.
P.O. Box 2990
Pueblo Libre, Lima, Peru
Tel.: 621434
Telex: 394-20200 A/B ALBENSA

International Marketing & Trading, Inc.

3435 N.W. 37th St.
Miami, FL 33142
Tel.: (305) 633-3028
Telex: 51-5068
Pedro L. Rodriguez, President, Sales Director.
Primary Market Areas: Southern Florida, Latin America and Caribbean.
Services: Design hydraulic fishing gear. Design and construction of 33 ft. fiberglass work boat.
Branches & Personnel:
Intramar, Inc.
Mike Marks, President.
P.O. Box 350641
Miami, FL 33142
Tel.: (305) 634-4240

American Shipbuilding & Design, Inc.
Jorge-Martin Lavielle, President.
3620 N.W. 48 St.
Miami, FL 33142
Tel.: (305) 633-3028 or 634-4240
Telex: 51-5068

Intrade, Inc.

P.O. Box 608, South St.
Litchfield, CT 06759
Tel.: (203) 567-5901
Telex: 96-2401
Mark B. Hamilton, Marketing Manager.
Primary Market Areas: Worldwide.
Services: Buyers of electronic equipment and spare parts for export.

James F. Feener, Inc.

18 Salt Island Rd., Brier Neck
Gloucester, MA 01930
Tel.: (617) 283-8443
James F. Feener, President.
Primary Market Areas: National, Canada.
Services: Advisory services in the exportation of Atlantic coast species.

The Keiser Company

4644 College Ave.
San Diego, CA 92115
Tel.: (714) 583-8440
Lillian K. Stoms, Manager.
Primary Market Areas: Worldwide.

Marine Propulsion Equipment Co., Inc. (MPECO)

P.O. Box 1029
Harvey, LA 70059
Tel.: (504) 392-6900
Telex: 584330
Kenneth G. Robbins, President.
Primary Market Areas: Worldwide.

George E. Meese

194 Acton Rd.
Annapolis, MD 21403
Tel.: (301) 263-4054
George E. Meese, Owner.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Great Lakes States.
Services: Design and survey all kinds of floating equipment, vessels and yachts. Consultation on all kinds of marine problems and ventures.

Jan L. Michalek, Independent Researcher

11830 Camp Ohio Road N.E.
St. Louisville, OH 43071
Tel.: (614) 745-2187
Jan L. Michalek.
Primary Market Areas: Worldwide.
Services: Consultant: design of fish hatcheries; growth supervision from the beginning through production; pond design, specializing in rainbow, brown, and brook trout and salmon; disease diagnosis and treatment.

Nova & Company

P.O. Box 1468
Manchester By-The-Sea, MA 01944
Tel.: (617) 526-4052
Telex: 951105
Michael Campbell, Marketing Director.
Primary Market Areas: National, South America and Europe.

Ohio International Co., Inc.

20545 Center Ridge Rd., P.O. Box 16396
Cleveland, OH 44116
Tel.: (216) 333-3755
TWX 810-421-8538 TOWER CLV RKVR
Linda R. Kenzig, Vice President.
Primary Market Areas: Worldwide.
Services: Export management for Ark-Paddle Company of Conway, Arkansas and Canvas Products Co. of Oak Park, Michigan.

Leonard Rose, Admiralty Lawyer

44 Scranton Ave.
Falmouth, MA 02540
Tel.: (617) 548-7900
Leonard Rose, Admiralty Lawyer.
Parent Co.: Rose & Shaw
Primary Market Areas: National.
Services: Legal services pertaining to all maritime activities, including fishing vessels, boat yards, marine financing, marine insurance, maritime liens, maritime claims and defense, offshore exploration activities, law of the sea matters, oceanographic research, and international trade. Also provide advice and counsel in maritime preservation and sail training activities, including problems of "Tall Ships." Firm also provides advice on taxation in such matters.

Trade Routes, Ltd

17 Commerce St
Baltimore, MD 21202
Tel.: (301) 539-0060
Telex: 8-7558
Sheridan P. Gorman, President.
Primary Market Areas: Worldwide.
Branches & Personnel:
R. S. Gorman
1 Mosswood Way
Athorton, CA 94025
Tel.: (415) 321-8744

Aztec Electronics, Ltd
Stanley Marcus, Managing Director.
P.O. Box 794
Johannesburg (Bedfordview) 2008, South Africa
Tel.: 802-2686
Telex: 8-3455

Whittaker, Ltd
Duncan Whittaker, Managing Director.
Droxford, Brady Rd., Lyminge
Folkestone, Kent CT188EU England
Tel.: Lyminge 862020

Unique Services Co.

1705 Evans St., P.O. Box 693
Oshkosh, WI 54901
Tel.: (414) 235-3908
Telex: Cable address: Jent, Oshkosh
Joe J. Salas, Director.
Parent Co.: J & J Enterprises Co.
Primary Market Areas: National, Spain, England, Belgium, Hong Kong, Venezuela, Costa Rica, Panama, El Salvador, Ecuador, Bolivia, Surinam, St. Martin, F.W.I., Netherlands Antilles, Taiwan, Singapore and Korea.
Services: Act as U.S. purchasing agent for foreign firms.

Marine Insurance

Bracken Agency, Inc.

111 E. Township Line
Upper Darby, PA 19082
Tel.: (215) 789-3575
John J. Bracken III, Treasurer.
Primary Market Areas: National.

Capitol Risk Concepts Ltd.

One Water St.
White Plains, NY 10601
Tel.: (914) 946-7161 (212) 868-8000
Telex: 131507 CRCLTD WHP
Peter T. Sutherland, Vice President.
Primary Market Areas: National.
Services: Insurance brokers who negotiate marine, rejection, products liability and all other types of insurance on behalf of firms in the fish importing, processing and related industries.
Branches & Personnel:
John F. Keane, Jr., President.
1 Penn Plaza
New York, NY 10001
Tel.: (212) 868-8000

Thomas S. Soltys, Vice President.
1600 VFW Pkwy.
West Roxbury, MA 02132
Tel.: (617) 327-7400

Central Marine Data & Insurance Services

128 E. Pulaski Hwy., P.O. Box 1549
Elkton, MD 21921
Tel.: (301) 392-3232
Telex: 87900
John N. Holmes, Owner.
Primary Market Areas: Worldwide.
Services: National and international insurance brokers, exclusively ocean marine, specializing in commercial fishing.

Commercial Fishermen's Inter-Insurance Exchange

312 No. Gaffey St., Suite 204, P.O. Box 1690
San Pedro, CA 90733
Tel.: (213) 832-4278
Telex: 696 306
Alyce T. Vlaco, Manager.
Primary Market Areas: Southwest Pacific Coast, Pacific Northwest.
Services: Marine insurance company offering hull and protection and indemnity on commercial fishing vessels.

East Coast Maritime Services

3384 Peachtree Rd., N.E.
Atlanta, GA 30326
Tel.: (404) 261-4184
Telex: 54-2459
Robert S. Bartek, Staff Surveyor.
Primary Market Areas: South Atlantic States, Gulf Coast States.
Services: Marine surveyor. Marine insurance brokers covering hull, cargo, P & I, builders risks, marinas, yachts, etc.
Branches & Personnel:
Inland Overseas Marine Associates
Robert S. Bartek, Executive Vice President.
3384 Peachtree Rd., N.E.
Atlanta, GA 30326
Tel.: (404) 261-4109
Telex: 54-2459

Inland Overseas Marine Associates
Paul Tobin, Vice President.
3535 Lawton Rd.
Orlando, FL 32803
Tel.: (305) 896-4360
Telex: 56-4360

Fireman's Fund Insurance Co.

110 William St.
New York, NY 10038
Tel.: (212) 742-2600
Norman A. Schmidt, Marine Surveyor.
Parent Co.: American Express
Primary Market Areas: National.

Frank B. Hall & Company of Washington

300 Elliott Ave. West, P.O. Box 9308
Seattle, WA 98109
Tel.: (206) 284-4890
Telex: 328894 HALLCOY SEA
Primary Market Areas: Pacific Northwest.
Services: Marine insurance brokers and marine adjusting. Cargo insurance.

Gene Sause & Company

200 S. W. Market Street, Suite 270
Portland, OR 97201
Tel.: (503) 223-5893
Telex: SAUSE PTL 360177
Primary Market Areas: Southwest Pacific Coast, Pacific Northwest.
Services: Marine insurances of all types: commerical fish vessels, tug and barge firms, importing and exporting of cargos, industrial accounts.

Gulf Marine Insurance Service of Mobile, Inc.

712 Oak Circle Dr., Suite 21
Mobile, AL 36609
Tel.: (205) 661-1033
Windsor L. Hall, Vice President.
Primary Market Areas: Gulf Coast States.
Services: Marine insurance.

Insurance Company of North America

1600 Arch St.
Philadelphia, PA 19101
Tel.: (215) 241-4000
Parent Co.: INA Corp.
Primary Market Areas: Worldwide.
Services: Commercial hull and P & I insurance.

La Bow Haynes Company, Inc.

2500 Seattle First National Bank Bldg.
Seattle, WA 98154
Tel.: (206) 223-1400
Telex: 32-1175
Daniel N. Buckley, Manager.
Primary Market Areas: Pacific Northwest.
Services: Insurance Brokers.
Branches & Personnel:
Hansen & Rowland, Inc.
H. T. Duren, Vice President.
1019 Pacific Ave.
Tacoma, WA 98401
Tel.: (206) 627-1161

Hansen & Rowland, Inc. of Oregon
Vern Schulte, Manager.
1311 N.W. 21st Ave.
Portland, OR 97209
Tel.: (503) 226-6702

* Lawton Byrne Bruner

10 Broadway
St. Louis, MO 63102
Tel.: (314) 621-5540
Telex: 44-7228
Peter C. Reeves, Director.
Primary Market Areas: Gulf Coast States, Southwest Pacific Coast, National, Africa, Australia, New Zealand, Guam, Korea.
Services: Marine, property and liability insurance.

Marguerite Kean Insurance

One Pelham Rd.
New Rochelle, NY 10562
Tel.: (914) 632-2235 or 762-1357
Marguerite Kean, Owner.
Primary Market Areas: Mid-Atlantic States.
Services: Yacht broker. Also specialize in marine insurance.

Mariners Insurance Agency, Inc.

South St.
So. Middleboro, MA 02346
Tel.: (617) 763-8878
E. J. Flood, President.
Primary Market Areas: National.
Services: Specialist in insuring fishing vessels and adjusting losses.
Branches & Personnel:
Richard F. Flood.
114 MacArthur Dr.
New Bedford, MA 02740
Tel.: (617) 993-7411

Molton, Allen & Williams Ins. Corp.

P.O. Box 7223
Mobile, AL 36607
Tel.: (205) 343-7950
Otis S. Dunn, Vice President.
Primary Market Areas: Gulf Coast States.
Services: General property/casualty and marine insurance. Specializing in insurance for the fishising industry.

New Jersey Farm Bureau

168 West State Street
Trenton, NJ 08608
Tel.: (609) 393-7163
James E. Furlong III, Director, Member Relations.
Primary Market Areas: New Jersey.
Services: Legislative and regulatory services provided to and for commercial fishermen and farmers; additional services include health, home and car insurance. Member discount purchase plan on all tires, oil, batteries, filters and equipment.

Oaksmith Boat Sales, Inc.

Fisherman's Terminal
Seattle, WA 98119
Tel.: (206) 283-5000
Telex: 32-1033
Gerald Oaksmith, Secretary, Treasurer.
Primary Market Areas: Worldwide.
Services: Commercial vessel insurance.

Orange Coast Adjusters

7798 Starling Dr. #306
San Diego, CA 92123
Tel.: (714) 292-6101
Robert J. Webb.
Primary Market Areas: Southwest Pacific Coast.
Services: Adjusters of liability and cargo losses.

Reed Stenhouse, Inc. of Alaska

4794 Business Park Blvd., #1
Anchorage, AK 99503
Tel.: (907) 274-0694
Telex: 25-214
Diane M. Kaiser.
Parent Co.: Reed Stenhouse, Inc.
Primary Market Areas: Pacific Northwest, Canada.
Services: Insurance brokers, risk management services.

Leonard Rose, Admiralty Lawyer

44 Scranton Ave.
Falmouth, MA 02540
Tel.: (617) 548-7900
Leonard Rose, Admiralty Lawyer.
Parent Co.: Rose & Shaw
Primary Market Areas: National.
Services: Legal services pertaining to all maritime activities, including fishing vessels, boat yards, marine financing, marine insurance, maritime liens, maritime claims and defense, offshore exploration activities, law of the sea matters, oceanographic research, and international trade. Also provide advice and counsel in maritime preservation and sail training activities, including problems of "Tall Ships." Firm also provides advice on taxation in such matters.

Surety of Alaska, Inc.

816 Whitney Rd.
Anchorage, AK 99501
Tel.: (907) 276-1223
Patrick M. Hickey.
Primary Market Areas: Pacific Northwest.
Services: Maritime adjusters specializing in P&I, hull and cargo losses. Employee claims handled locally.

Talbot, Bird of New England, Inc.

50 Staniford St.
Boston, MA 02114
Tel.: (617) 742-4410
Telex: 710 321 0065
Walter I. Gay, Branch Manager.
Parent Co.: Talbot, Bird, & Co., Inc., N.Y.C.
Primary Market Areas: National.
Services: Marine managers. Marine insurance for Northwestern National Insurance Co., Maryland Casualty, American General, Maine Bonding and Casualty, Caledonian, Christiania, Eagle Star, La Fonciere, Hansa Marine, New Zealand, Switzerland General, Yasuda Fire and Marine Insurance Co. of America.

* Trend Insurance, Inc.

2743 East Main Road
Portsmouth, RI 02871
Tel.: (401) 683-9100
Frank W. Ostrow, President.
Primary Market Areas: New England.
Services: All forms of marine insurance.

Weaver & Weaver, P. A.

500 S.E. 6 St., P.O. Box 14663
Fort Lauderdale, FL 33302
Tel.: (305) 763-2511
Telex: 803929
Dianne J. Weaver, Attorney and Secretary/Treasurer of Corporation.
Primary Market Areas: Southeastern Florida.
Services: Admiralty law and marine insurance.
Branches & Personnel:
Suite 712, Citizens Building, 105 South Narcissus Ave.
West Palm Beach, FL
Tel.: (305) 655-6012

Whitehall Brokerage, Inc.

685 Third Ave.
New York, NY 10017
Tel.: (212) 949-1111
Telex: 640151
James J. Carcioppolo II, Accounts Executive, Ocean Marine Insurance.
Parent Co.: Ter Bush & Powell, Inc.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Europe, Far East, Caribbean.
Services: Insurance brokers and average adjusters specializing in all forms of marine insurance. We also provide analysis and risk management on all types of insurance coverages.

World Wide Marine Insurers, Inc.

1896 Corporate Square Blvd.
Jacksonville, FL 32216
Tel.: (904) 724-1215
Telex: 056-312
C. Ronald Raby, President.
Primary Market Areas: Worldwide.
Services: Marine insurance.

Admiralty Law

Aras Marine Chartering Company

311 California St.
San Francisco, CA 94104
Tel.: (415) 392-2365, 391-2127 and 344-5435
Telex: 470474 ARASUI.
TWX Cables: ARASMARINE - SAN FRANCISCO.
H.J.E.A. Steinaecker, Associate and Partner, Director.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Southwest Pacific Coast, Pacific Northwest, Worldwide services; offices in Hong Kong and Manila.
Services: Purchase and sale of vessels; shipbrokerage and chartering; marine transport consulting; management consulting relating to transportation of perishable products and commodities.
Branches & Personnel:
Aras Marine Chartering Company Hong Kong Ltd.
Swirehouse, 6th Floor, Chater Road Central
Hong Kong, China
Telex: 73475 OTERY HX

Aras International Ltd.
Bancom III Bldg.
Makati, Metro Manila, Philipines
Telex: 22560 ATTN: ARAS INTERNATIONAL, DEPT. MS

Babcock & Amendola

407 Etolin Way, Box A
Sitka, AK 99835
Tel.: (907) 747-3261
William H. Babcock, Partner.
Primary Market Areas: Southeast AK.
Services: Attorneys admiralty law, vessels transfers, Alaska limited entry permit transfers. General law practice.

Baker, Garber, Duffy, & Baker

P.O. Box M-H 1278, 1 Newark St.
Hoboken, NJ 07030
Tel.: (201) 659-2635 or (212) 227-5748
Milton Garber, Attorney.
Primary Market Areas: New Jersey and New York.
Services: Legal services for personal injury, federal and state workers compensation, longshoremens and harbor workers compensation, social security claims and appeals.

Beggs & Lane

P.O. Box 12950
Pensacola, FL 32576
Tel.: (904) 432-2451
G. Edison Holland, Jr., Attorney.
Primary Market Areas: Gulf Coast States.

Emil R. Berg

640 Morgan Park Building, 729 S.W. Alder St.
Portland, OR 97205
Tel.: (503) 227-0163
Emil R. Berg, Attorney.
Primary Market Areas: National.
Services: Law of marine resource use, commercial fisheries, port development, aquaculture, coastal development, admiralty, and general appellate practice.

Bernstein, Weiss, Coplan, Weinstein & Lake, Esqs.

120 East 41st Street
New York, NY 10017
Tel.: (212) 683-2800
Philip Weinstein, Partner.
Primary Market Areas: Greater New York City.

Bradley, McMurray, Black & Snyder

135 S. La Salle St.
Chicago, IL 60603
Tel.: (312) 580-0700
Telex: 25-200
John W. McMurray, Partner.
Primary Market Areas: National, Europe.
Services: Admiralty and maritime law. Product liability.

Allan F. Bullard

P.O. Box 1713
San Pedro, CA 90733
Tel.: (213) 821-0203
Allan F. Bullard, Owner.
Primary Market Areas: National.
Services: Admiralty law experienced in: marine insurance, plaintiff or defendant; collision; salvage; personal injury; tug and barge; maritime lien and ship mortgage foreclosure; repairmans liability; limitation of liability; cargo damage.

Cadwalader, Wickersham & Taft

1333 New Hampshire Ave., N.W.
Washington, D.C. 20036
Tel.: (202) 293-6300
TWX 710-822-1934
H. Clayton Cook, Jr., Partner.
Primary Market Areas: National.
Services: Legal services: ship financing, including Title XI loan guarantees and Capital Construction Fund work; Fisheries Conservation and Management Act matters, including Fishery Management Plan development. Representation before National Marine Fisheries and Maritime Administration.
Branches & Personnel:
One Wall St.
New York, NY 10005
Tel.: (212) 785-1000
Telex: 12-9146

Christy, Rogers & Gantz

One Parklane Blvd., Ste. 1205 West
Dearborn, MI 48126
Tel.: (313) 336-8400
Philip G. Meyer, Of Counsel.
Primary Market Areas: Great Lakes States.
Services: Admiralty/Maritime Law.

Clarke & Johnston P.C.

P.O. Box 44
Kilmarnock, VA 22507
Tel.: (804) 462-5161
Alan W. Clarke, Attorney.
Primary Market Areas: Virginia.
Branches & Personnel:
Alan W. Clarke, Attorney.
Kilmarnock, VA 22482
Tel.: (804) 435-1033

J. Edmund de Castro, Jr., Esq.

700 Liberty Bank Building
Buffalo, NY 14202
J. Edmund de Castro, Jr., Partner.
Parent Co.: Jaeckle, Fleischmann & Mugel, Attorneys at Law
Primary Market Areas: Great Lakes States, Canada.

Services: General maritime law. Member the Maritime Law Association.

Diamond, Lattof & Gardner

510 Van Antwerp Blvd., P.O. Drawer 3068
Mobile, AL 36652
Tel.: (205) 432-6691
Cecil Gardner, Attorney.
Primary Market Areas: Gulf Coast States.
Services: Admiralty law.

Dorr, Cooper & Hays

260 California St.
San Francisco, CA 94111
Tel.: (415) 398-2800
Telex: WU 34-209
George L. Waddell, Partner.
Primary Market Areas: Southwest Pacific Coast.
Services: Admiralty lawyers handling all types of maritime casualties, including personal injuries, collision, fires, strandings, sinkings, salvage and insurance cases.

Feldstein, Gelpi, Hernandez & Castillo

P.O. Box 2552, Suite 301, Ochoa Bldg.
San Juan, PR 00903
Tel.: (809) 725-8200
Telex: 365288
Gustavo A. Gelpi, Partner.
Primary Market Areas: Puerto Rico and U.S. Virgin Islands.
Services: Legal services.

Fleming, O'Bryan & Fleming

P.O. Drawer 7028
Fort Lauderdale, FL 33338
Tel.: (305) 764-3000
Robert D. McIntosh, Partner.
Primary Market Areas: FL.
Services: General admiralty litigation.

Fredrickson, Weisensee & Cox

720 S.W. Washington St.
Portland, OR 97205
Tel.: (503) 223-7245
Floyd A. Fredrickson, Managing Partner.
Primary Market Areas: Pacific Northwest.
Services: Purchase and construction contracts, maritime liens, personal injury, property damage, collision, documentation.

Garner & Munoz

3612 One Shell Sq.
New Orleans, LA 70139
Tel.: (504) 581-7066
John G. Munoz, Attorney.
Primary Market Areas: Gulf Coast States.
Services: The law firm of Garner & Munoz specializes in the handling of cases arising under the Jones Act, general maritime law, maritime products liability, and all phases of maritime-related personal injury litigation including cases falling under the LHWCA.

Gulick and Maynard, Attorneys and Counsellors at Law

820 F&M Bank Bldg., P. O. Box 3251
Norfolk, VA 23514
Tel.: (804) 623-2422
Richard I. Gulick, Partner.
Primary Market Areas: Port of Hampton Roads, Virginia, including cities of Norfolk, Portsmouth, Hampton and Newport News.
Services: Legal services in admiralty law.
Branches & Personnel:
Richard I. Gulick, Partner.
1363 E. Tanners Creek Dr.
Norfolk, VA 23513
Tel.: (804) 855-1838

Allison L. Maynard, Partner.
4317 Sandy Bay Dr.
Virginia Beach, VA 23455
Tel.: (804) 464-6067

Haight, Gardner, Poor & Havens

One State Street Plaza
New York, NY 10021
Tel.: (212) 344-6800
Telex: (RCA) 222974, (WU) 127683, (WUI) 620362, (ITT) 424674
Emil A. Kratovil, Jr., Partner.
Primary Market Areas: Mid-Atlantic States.
Services: Full admiralty practice, ship casualty, death and personal injury, charter, cargo loss and damage, and ship financing.
Branches & Personnel:
Carroll Dubuc, Partner.
Federal Bar Bldg., 1819 H St., N.W.
Washington, DC 20006
Tel.: (202) 737-7847
Telex: (WU) 892598

James J. Sentner, Partner.
Gallery 1, Suite 517
Newark, NJ 07102
Tel.: (201) 643-0210

Hall, D'Addario & Machtley

114 Touro St., P.O. Box 357
Newport, RI 02840
Tel.: (401) 849-6363
Ronald K. Machtley, Attorney at Law.
Primary Market Areas: New England.
Branches & Personnel:
Ronald K. Machtley, Esq.
114 Touro St., P.O. Box 357
Newport, RI 02840
Tel.: (401) 849-6363

L. Ben Hancock, Attorney at Law

Brechan Building, Marine Way, P.O. Box 481
Kodiak, AK 99615
Tel.: (907) 486-5769
Leland Ben Hancock, Attorney.
Primary Market Areas: Pacific Northwest.
Services: Legal services: document transfers, purchase agreements, limited entry permit transfers, admiralty law, personal injury, real property transfers.

Hartzell, Ydrach, Mellado, Santiago & Pérez

P.O. Box 4307
San Juan, PR 00936
Tel.: (809) 754-2600
Telex: CW-WUI 3654204
Alberto Santiago-Villalonga, Partner.
Primary Market Areas: Puerto Rico.
Services: Law firm.
Branches & Personnel:
Jorge Bermudez Torregrosa, Esq.
G.P.O. Box 4307
San Juan, PR 00936
Tel.: (809) 754-2600

Francisco Bruno Rovira, Esq.
G.P.O. Box 4307
San Juan, PR 00936
Tel.: (809) 754-2600

Harvey Goldstein, Fuchsberg & Fuchsberg

250 Broadway
New York, NY 10007
Tel.: (212) WO2-2800
Harvey Goldstein, Attorney.
Primary Market Areas: Metropolitan New York.
Services: Legal services involve maritime law and principles concerning casualty loss, personal injury, and property damage.

Hayden and Milliken, P.A.

100 N.E. 1st Ave.
Miami, FL 33132
Tel.: (305) 358-4424
Reginald M. Hayden, Jr., Attorney.
Primary Market Areas: Worldwide.
Services: Admiralty lawyers.

Hoch, Flanagan & Snyder

160 State St.
Boston, MA 02109
Tel.: (617) 523-0377
TWX 710-321-0704
Bertram E. Snyder, Esq.
Primary Market Areas: 18, National.
Services: General litigation in all state and federal courts, admiralty, insurance, international, environmental and military law.

Horne & Higgins

Suite 505, Richards Bldg., 837 Gravier St.
New Orleans, LA 70112
Tel.: (504) 523-7735
Joe L. Horne, Attorney.
Primary Market Areas: Gulf Coast States.
Services: Representation as counsel and proctors in admiralty of owners/underwriters/charterers of vessels; investigation and fact-finding in marine casualty/accident/personal injury/collision/grounding/engine damage cases; joint surveys arranged on short notice, New Orleans liaison with out-of-town counsel; trial and defense work in all state and federal courts; vessel documentation; ship mortgage documentation; USCG administrative and regulatory hearings/marine boards/penalty mitigation proceedings; marine insurance matters; charter and purchase agreements; limitation of liability proceedings; rights and remedies protected in shipping matters. Attorneys licensed in Louisiana and District of Columbia, admitted to practice in Eastern/Middle/Western Districts of Louisiana, Fifth Circuit Court of Appeals, U.S. Supreme Court, Eastern District of Texas, all Louisiana state courts.

George M. James

9900 Pacific Ave.
Wildwood, NJ 08260
Tel.: (609) 522-3451
George M. James.
Primary Market Areas: Mid-Atlantic States.
Services: All legal services.

Jones, Jones & Alexander

P.O. Drawer M
Cameron, LA 70631
Tel.: (318) 775-5714
J.B. Jones, Jr., Partner.

Kelly, Remmel & Zimmerman

53 Exchange St.
Portland, ME 04101
Tel.: (207) 775-1020
Telex: CABLE: KELPORT
U. Charles Remmel II.
Primary Market Areas: New England.
Services: Legal representation of fishermen, fish processing companies and buyers. Assistance in all aspects of financing and maritime law.

Kirlin, Campbell & Keating (Washington D.C., Office)

1150 Connecticut Ave., N.W., Suite 800
Washington, DC 20036
Tel.: (202) 296-4911
Telex: 89518
James W. Pewett, Partner.
Primary Market Areas: Washington, D.C.
Services: Firm provides legal representation for maritime concerns in all aspects of federal regulation and legislative affairs.

Kneeland, Kydd & Handy

One State St.
Boston, MA 02114
Tel.: (617) 523-5110
Telex: 94-0938
Richard B. Kydd.
Primary Market Areas: New England.
Branches & Personnel:
888 Purchase St.
New Bedford, MA 02740

Harold P. Lasher

2645 1st Ave.
San Diego, CA 92103
Tel.: (714) 233-7251
Primary Market Areas: Southwest Pacific Coast.
Services: Law practice limited mainly to maritime personal injury cases and tuna fishing vessels.

Law Offices of Cowan & Frey

2000 Pacific Trade Center, 190 So. King St.
Honolulu, HI 96813
Tel.: (808) 533-1767
Robert E. Rau, Attorney.
Primary Market Areas: Pacific Basin.
Services: Providing legal representation in all aspects of admiralty and maritime matters including: seaman and harbor worker personal injury, maritime liens, insurance, ship mortgage foreclosure, charter agreements, towage, vessel purchase/sale agreements, cargo claims, salvage and vessel damage/loss due to fire, collisions and stranding.

LeGros, Buchanan, Paul & Madden, P.S.

2910 Seattle-First Nat'l Bank Bldg.
Seattle, WA 98154
Tel.: (206) 623-4990
Telex: 32-0310
Thomas F. Paul, Treasurer.
Primary Market Areas: Pacific Northwest.
Services: Legal services, Admiralty Law.

Lemle, Kelleher, Kohlmeyer & Matthews

1800 F.N.B.C. Bldg.
New Orleans, LA 70112
Tel.: (504) 586-1241
Telex: 584272 (RCA= 266065)
W. E. Noel, Attorney at law.
Primary Market Areas: National.
Services: Full range of admiralty law services.

Macfarlane, Ferguson, Allison & Kelly

512 Florida Ave., P.O. Box 1531
Tampa, FL 33614
Tel.: (813) 223-2411
TWX 8108760681
David F. Pope, Partner.
Primary Market Areas: South Atlantic States, Gulf Coast States.

Madden & Poliak

1411 4th Ave.
Seattle, WA 98101
Tel.: (206) 682-2515
Paul M. Poliak, Partner.
Primary Market Areas: Pacific Northwest.
Services: Admiralty law, also secretary for National Council of Fishboat Safety & Insurance.

Mansour & Thomas

143 N. Edison St., P.O. Box 1406
Greenville, MS 38701
Tel.: (601) 378-2244
Philip Mansour.
Primary Market Areas: Gulf Coast States.
Services: General maritime law.

Gerald W. Markham, Attorney at Law

P.O. Box 806, Suite 110 Tony's Bldg
Kodiak, AK 99615
Tel.: (907) 486-4194
Gerald W. Markham, Attorney.
Primary Market Areas: Kodiak, Dutch Harbor, Westward Alaska.
Services: General practice with emphasis on personal injury to commercial fishermen in the Alaska king and tanner crab, shrimp and salmon businesses and other related fields.
Branches & Personnel:
4001 Borland Dr.
Anchorage, AK 99615
Tel.: (907) 243-6358

Martin, Carmona, Cruse, Micks & Dunten

501 Moody National Bank Bldg.
Galveston, TX 77550
Tel.: (713) 765-5705
George D. Martin, Partner.
Primary Market Areas: Gulf Coast States.
Services: All phases of admiralty law, including vessel transfer.

McCutchen, Black, Verleger & Shea

3435 Wilshire Blvd., 30th Floor
Los Angeles, CA 90010
Tel.: (213) 381-3411
Telex: 698261
Howard J. Privett, Partner.
Primary Market Areas: Southwest Pacific Coast.
Services: Marine insurance law, chartering, collision, personal injury defense, cargo, environmental regulations (including air and water pollution), documentation and maritime liens.

McDonald, Hopkins & Hardy Co., L.P.A.

1105 East Ohio Bldg.
Cleveland, OH 44114
Tel.: (216) 621-3480
Thomas D. McDonald, President.
Primary Market Areas: Great Lakes States.
Services: Legal services.

McHugh, Leonard & O'Conor

80 Pine St.
New York, NY 10005
Tel.: (212) 422-0222
Telex: 235612 (RCA)
Martin J. McHugh, Senior Partner.
Primary Market Areas: Mid-Atlantic States.
Services: All aspects of maritime law including collision, personal injury and cargo matters, finance matters, arbitration, charter parties and all trials and appeals concerning such matters.

Ralph E. McKay, P.A.

46 East Water St.
Toms River, NJ 08753
Tel.: (201) 349-0696
Ralph E. McKay, Attorney.
Primary Market Areas: New Jersey.
Services: Specialists in admiralty litigation, personal injury, property damage and collision claims.

W. C. Melcher, Attorney and Counselor at Law

9171 Wilshire Blvd, Ste. 332
Beverly Hills, CA 90210
Tel.: (213) 278-1552
W. C. Melcher, Attorney.
Parent Co.: Steinberg, Bugliosi and Melcher
Primary Market Areas: National.
Services: Admiralty law, general law, corporate law, entertainment law, sports law.

John T. Murphy

P.O. Box 883
Modesto, CA 95353
Tel.: (209) 527-6242
John T. Murphy, Lawyer.
Primary Market Areas: Southwest Pacific Coast.
Services: Perform legal services for injured seamen and handle maritime litigation for injured seamen, maritime workers, and persons using navigable waters for recreational purposes.

Thomas F. Murphy, Jr.

P.O. Box 997
Boston, MA 02103
Tel.: (617) 738-8705
Primary Market Areas: National.
Services: Admiralty lawyer, legal consulting in admiralty and maritime law, legal research in admiralty and maritime law.

Joseph W. Nelkin

2008 International Trade Mart Bldg.
New Orleans, LA 70130
Tel.: (504) 581-7452
Joseph W. Nelkin, Attorney.
Primary Market Areas: Gulf Coast States.

Ocean Oil International Engineering Corporation

3019 Mercedes Blvd.
New Orleans, LA 70114
Tel.: (504) 367-4072
Hector V. Pazos, President /Owner.
Primary Market Areas: National, All countries in Europe, S. America, Mexico, Canada, Japan, Africa.
Services: Ship design, ship conversions, barges and workboats, offshore design, marine salvage, shipyard design, feasibility reports, admiralty law expertise, consultants, field assistance, project management.
Branches & Personnel:
P & J Seafood, Inc.
Hector V. Pazos, President.
3019 Mercedes Blvd.
New Orleans, LA 70114
Tel.: (504) 831-3593

Orlando & White

Two Main Street
Gloucester, MA 01930
Tel.: (617) 283-8100
Edward J. White, Partner.
Parent Co.: Counsellors at Law and Proctors in Admiralty
Primary Market Areas: National.
Services: Orlando & White is a marine law firm which concentrates on the recovery of money damages for their clients through court trials and/or negotiated settlements for claims involving: serious personal injury or death however caused to fishermen, seamen, lumpers and others with marine-connected employment; collision hull damage claims (excess or uninsured); marine products liability actions based upon equipment failures/malfunctions; and vessel owners' marine insurance coverage claims.

Palmer Biezup & Henderson, Esqs.

Public Ledger Building
Philadelphia, PA 19106
Tel.: (215) 625-9900
Telex: 83-1477
John T. Biezup, Partner.
Primary Market Areas: National.
Services: Maritime law firm specializing in all aspects of maritime law, including ship sales, ship mortgaging, collisions, personal injury defense and limitation of liability. Biographies available on request.

Patmont & Myers

425 California St.
San Francisco, CA 94104
Tel.: (415) 433-1650
Robert E. Patmont, Partner.
Primary Market Areas: National, England, Switzerland, Middle East.
Services: Legal services.

J. William Phillips, Proctor In Admiralty

201 S. 5th St., P.O. Box 52
Murray, KY 42071
Tel.: (502) 753-8900
J. William Phillips, Attorney.
Primary Market Areas: Western Kentucky, inland waters.
Services: Admiralty law, general contracts, corporations.

Pletcher & Slaybaugh

510 "L" Street, Suite 205
Anchorage, AK 99501
Tel.: (907) 276-1886
John W. Pletcher, III, Owner.
Primary Market Areas: Pacific Northwest.
Services: Attorneys.
Branches & Personnel:
James R. Slaybaugh, Owner.
510 "L" Street, Suite 205
Anchorage, AK 99501
Tel.: (907) 276-1886

Robert B. Mason, Associate.
510 "L" Street, Suite 205
Anchorage, AK 99501
Tel.: (907) 276-1886

Walter V. Powell, Attorney at Law

229 Elm St.
Slippery Rock, PA 16057
Tel.: (412) 794-8808
Walter V. Powell, Attorney.
Primary Market Areas: Butler County, Pennsylvania.
Services: Legal services
Branches & Personnel:
114 N. Main St.
Butler, PA 16001
Tel.: (412) 282-1360

David W. Proudfoot, Attorney At Law, A Law Corporation

P.O. Box 494
Honolulu, HI 96809
Tel.: (808) 536-7261

Telex: 7238523 L010
David W. Proudfoot, President and Partner.
Parent Co.: Case, Kay & Lynch
Primary Market Areas: Hawaii, All Pacific Islands associated with United States including Guam, Samoa, northern Marianas and trust territories of the Pacific.
Services: Specialists in all phases of admiralty and maritime law. Representatives of shipowners and maritime insurance companies.
Branches & Personnel:
Robert E. Rowland, Partner.
Suite 470, 33 Lono Ave.
Kahului, Maui, HI 96732
Tel.: (808) 877-3980

Donald H. Wilson, Associate Attorney.
222 Lihue Shopping Center
Lihue, Kauai, HI 96766
Tel.: (808) 245-3870

Rassner, Rassner & Olman
15 Park Row
New York, NY 10038
Tel.: (212) 227-2618
Alan C. Rassner, Partner.
Primary Market Areas: New York, New York.
Services: All phases of admiralty law, including commercial and personal injury practice.

Rawle & Henderson, Esquires
2100 Packard Bldg.
Philadelphia, PA 19102
Tel.: (215) 569-2500
Telex: 83-4286
Thomas L. Anderson, Attorney.
Primary Market Areas: Mid-Atlantic States.
Services: Admiralty and maritime Law.

Murray I. Resnick
808 W.R. Grace Bldg., 10 E. Baltimore St.
Baltimore, MD 21202
Tel.: (301) 539-6087
Murray I. Resnick, Owner.
Primary Market Areas: National.
Services: All phases of maritime law including: maritime torts, contracts, collision, personal injury, federal long-shoreman and harbor worker cases, maintenance and cure, salvage claims, cargo claims, and product liability.
Branches & Personnel:
Murray I. Resnick, Owner.
1211 Connecticut Ave. N.W., Suite 620
Washington, DC 20036
Tel.: (202) 452-1411

Richmond, Willoughby & Willard
880 H St., Suite 201
Anchorage, AK 99501
Tel.: (907) 276-5727
Robert L. Richmond, President.
Primary Market Areas: Alaska.
Services: Attorneys involved in practice of admiralty law.

Leonard Rose, Admiralty Lawyer
44 Scranton Ave.
Falmouth, MA 02540
Tel.: (617) 548-7900
Leonard Rose, Admiralty Lawyer.
Parent Co.: Rose & Shaw
Primary Market Areas: National.
Services: Legal services pertaining to all maritime activities, including fishing vessels, boat yards, marine financing, marine insurance, maritime liens, maritime claims and defense, offshore exploration activities, law of the sea matters, oceanographic research, and international trade. Also provide advice and counsel in maritime preservation and sail training activities, including problems of "Tall Ships." Firm also provides advice on taxation in such matters.

Royston, Rayzor, Vickery & Williams
One Shell Plaza, Suite 3710
Houston, TX 77002
Tel.: (713) 224-8380
Telex: 762-648
Charles D. Kennedy.
Primary Market Areas: Texas.
Services: Full service admiralty and maritime law (commercial and trial).
Branches & Personnel:
205 Cotton Exchange Bldg.
Galveston, TX 77550
Tel.: (713) 763-1623
Telex: 765-449

P.O. Box 3509, 147 E. Price Rd.
Brownsville, TX 78520
Tel.: (512) 542-4377
Telex: 762-648

Daniel H. Sandberg, Law Offices
1210 H St.
Sacramento, CA 95814
Tel.: (916) 444-0734
Daniel H. Sandberg, Attorney.
Primary Market Areas: Southwest Pacific Coast.

Jose F. Sarraga
P.O. Box 3427
Old San Juan, PR 00904
Tel.: (809) 724-2495 or 790-3887
Telex: 385 9020
Jose F. Sarraga, Attorney-At-Law.
Primary Market Areas: Puerto Rico and U.S. Virgin Islands (thru co-counsel).
Services: Admiralty and maritime law litigation.

Schmahl and Schmahl, Inc.
Schmahl Building, 1209 S.E. Third Ave.
Fort Lauderdale, FL 33316
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Telex: 514489
Earl S. Clay, Jr., Vice President.
Primary Market Areas: National, Germany, Japan, France, Norway, Netherlands.
Services: Underwriters' surveyors, claims agents, classification surveyors, and surveyors to governments of Liberia and The Bahamas. Admiralty Law.
Branches & Personnel:
Daniel J. Avoures, Naval Architect, Manager.
5700 Memorial Hwy.
Tampa, FL 33615
Tel.: (813) 884-4482
Telex: 514489

Richard A. Cassar, Manager.
2121 Corporate Square Blvd., Suite 150
Jacksonville, FL 32216
Tel.: (904) 721-1699
Telex: 514489

Russell Brierly, Manager.
8102 De Leon
Houston, TX 77061
Tel.: (713) 643-4341
Telex: 514489 (INTREPID)

Morton J. Schmidt & Associates, Ltd.
131 West Layton Ave.
Milwaukee, WI 53207
Tel.: (414) 481-6300
Primary Market Areas: Great Lakes States.
Services: Admiralty Law.

Schwabe, Williamson, Wyatt, Moore & Roberts
1200 Standard Plaza
Portland, OR 97204
Tel.: (503) 222-9981
Telex: 151563
Paul N. Daigle.
Primary Market Areas: State and Federal courts in OR.

Seawell, McCoy, Dalton, Hughes, Gore & Timms
936 Wainwright Building, P. O. Box 936
Norfolk, VA 3510
Tel.: (804) 622-5341
Telex: 825455
Primary Market Areas: Mid-Atlantic States.
Services: Practice of admiralty and maritime law.

Seider & Cohan, APC
10960 Wilshire Blvd., Suite 1526
Los Angeles, CA 90024
Dennis J. Seider, President.
Primary Market Areas: National, China, Korea, Taiwan, Central & South America, Middle East, Persian and Arabian Gulf.
Services: Representation of boat owners, builders, designers and repairers in business negotiation, litigation and defense. Legal counsel in areas of seaman's personal injury, collision, cargo damage, salvage and marine insurance. Representative clients include Firemans Fund (Marine Division), Pacific Far East Line, Chubb-/Pacific Indemnity and Federated Electronics.

Ken Russell Slade
One Washington Square
Newport, RI 02840
Tel.: (401) 849-7779
Ken Russell Slade, Attorney.
Primary Market Areas: National.
Services: U.S. Coast Guard Documentation of Vessels; agent to ships, owners, charter parties; marine contracts management, arbitration, appraisals; all maritime/admiralty matters; corresponding attorneys by arrangement in all courts of all states and nations.

Smathers & Thompson
1301 A.I. duPont Building
Miami, FL 33131
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Telex: 80-3158
TWX 810-848-5589 STAMD MIA
Christian D. Keedy, Partner.
Primary Market Areas: South Atlantic States, Gulf Coast States.
Branches & Personnel:
William C. Lewis, Jr., Partner.
Forum III, Suite 104, 1675 Palm Beach Lakes Blvd.
West Palm Beach, FL 33401
Tel.: (305) 684-6880

Richard G. Rumrell, Partner.
3103 Independent Square
Jacksonville, FL 32202
Tel.: (904) 354-4030

Roger L. Smith, Esq.
425 St. Paul Place
Baltimore, MD 21202
Tel.: (301) 685-1500
Roger L. Smith, Attorney.
Parent Co.: O'Connor, Preston, Glenn & Smith, P.A.
Primary Market Areas: Chesapeake Bay and tributaries, State of Maryland, New England.
Services: Services: General legal services, but specializing in admiralty matters, including collisions, personal injury, longshoremen and harborworkers' compensation, seamen injury claims, cargo and hull claims, marine contracts and marine product liability.
Branches & Personnel:
Roger L. Smith, Attorney.
500 Spring St.
Cambridge, MD (301) 228-8100

Stafne Law Offices
2208 N.W. Market, Suite 210
Seattle, WA 98107
Tel.: (206) 784-5344
Scott E. Stafne, Attorney.
Primary Market Areas: Pacific Northwest.
Services: Legal services relating to fishery and marine issues, including admiralty and fishery management legal issues.

Standard, Weisberg, Heikerling & Rosow P.C.
61 Broadway
New York, NY 10006
Tel.: (212) 425-8055
Telex: WU1 66598
Lewis Herman, Partner.
Primary Market Areas: National.
Services: Defense of personal injury and property damage claims. Advise and set up claims-handling procedures. General litigation involving admiralty matters.

Thaxter, Lipez, Stevens, Broder & Micoleau
One Canal Plaza
Portland, ME 04112
Tel.: (207) 775-2361

Robert E. Stevens, Esq., Partner.
Primary Market Areas: New England.
Branches & Personnel:
Bowker, Elmes, Perkins, Mecsas & Gerrard
Calvin H. Bowker, Esq., Partner.
One Federal Street
Boston, MA 02110
Tel.: (617) 426-8900

Thaxter, Lipez, Stevens, Broder & Micoleau
James N. Broder, Esq., Partner.
1825 K Street, N.W.
Washington, DC 20006
Tel.: (202) 465-5770

Salmon & Nostrand
Thomas P. Salmon, Esq., Partner.
39 Square
Bellows Falls, VT 05101
Tel.: (802) 463-4507

Weaver & Weaver, P. A.

500 S.E. 6 St., P.O. Box 14663
Fort Lauderdale, FL 33302
Tel.: (305) 763-2511
Telex: 803929
Dianne J. Weaver, Attorney and Secretary/Treasurer of Corporation.
Primary Market Areas: Southeastern Florida.
Services: Admiralty law and marine insurance.
Branches & Personnel:
Suite 712, Citizens Building, 105 South Narcissus Ave.
West Palm Beach, FL
Tel.: (305) 655-6012

Stanley W. Zawacki

127 John St.
New York, NY 10038
Tel.: (212) 344-2083
Telex: 64-0210
Stanley W. Zawacki.
Parent Co.: Vincent, Berg, Russo, Marcigliano & Zawacki
Primary Market Areas: NY and NJ.
Services: Specializing in all areas of maritime and admiralty law - both property damage and personal injury.

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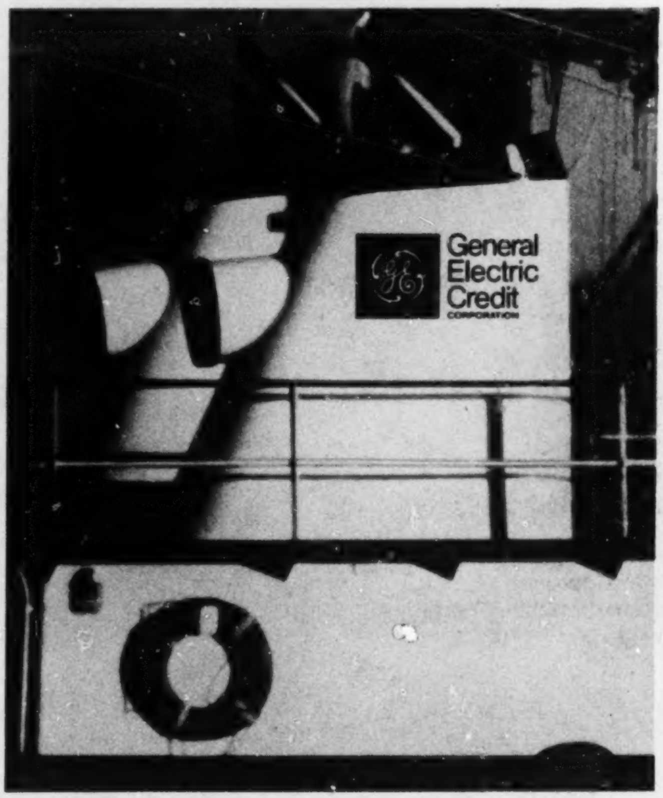

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Miscellaneous Services

A/S Atlas
154 Baltorpvej
2750 Ballerup, Denmark
Tel.: 45 2 97 48 64
Telex: 35177
Peter Rassing, Commercial Secretary.
Parent Co.: Lauritzen Group
Primary Market Areas: Worldwide.
Services: Complete integrated fishery projects; complete plants for the handling and processing of food fish. General service facilities and buildings; complete fishmeal and fishoil plants for land and ship installation; packaged fishmeal plants in the capacity range 10-60 t/24h.

A.B.C.Research Corp.
3437 S.W. 24th Ave., P.O. Box 1557
Gainesville, FL 32601
Tel.: (904) 372-0436
Dr. Jim N. Bacus, Vice President, Product Development.
Primary Market Areas: National, Latin America, Europe, Japan.
Services: Complete technical services including chemistry, microbiology and product development. Pilot plants available for ingredient evaluations and test batches. Total problem solving capabilities. Recognized by NMFS, NFI, USDA, FDA, EPA and Department of Commerce.

Academy of Marine Science, Inc.
1230 N. Ocean Way
Palm Beach, FL 33480
Tel.: (305) 842-0562
Dr. James Bush, President.
Primary Market Areas: South Atlantic States, Latin America.
Services: Oceanographic research and aquaculture of salt and fresh water shrimp.
Branches & Personnel:
Camarpan, S.A.
Dr. James Bush, Technical Director.
Apt. 10. 114
Panama City 1, Republic of Panama
Tel.: (507) 26-5015

Allstate Marine Salvage, Inc.
1319 S.W. 22 Ave.
Delray Beach, FL 33445
Tel.: (305) 278-2682
Capt. Lee H. Kramer, President.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Great Lakes States, South America, Caribbean.
Services: Marine salvage; marine repair; erosion surveys; marine surveys; water test services.

American Marine Laboratories, Inc.
P.O. Box 2100-D, 25 Parker Ave.
Stamford, CT 06906
Tel.: (203) 327-5225
Stephen Q. Wales, President.
Primary Market Areas: National.
Services: Consulting - marine product engineering. Testing - marine components and products, environmental simulation and performance and safety evaluation.

American Telephone & Telegraph Co., Inc.
201 Littleton Rd., Room 200
Morris Plains, NJ 07950
Tel.: (201) 631-4165
Telex: 136316
TWX 710 986 2510
Ralph M. Palmieri, Staff Supervisor.
Primary Market Areas: Worldwide.
Services: HF high seas radiotelephone service, public correspondence (4-23 MHz).
Branches & Personnel:
Harold Frommelt, Operations Manager - WOO.
P.O. Box 558
Manahawkin, NJ 08050
Tel.: (609) 597-3413

Winston J. Wishon, Operations Manager - KMI.
P.O. Box 8
Inverness, CA 94937
Tel.: (415) 669-1055

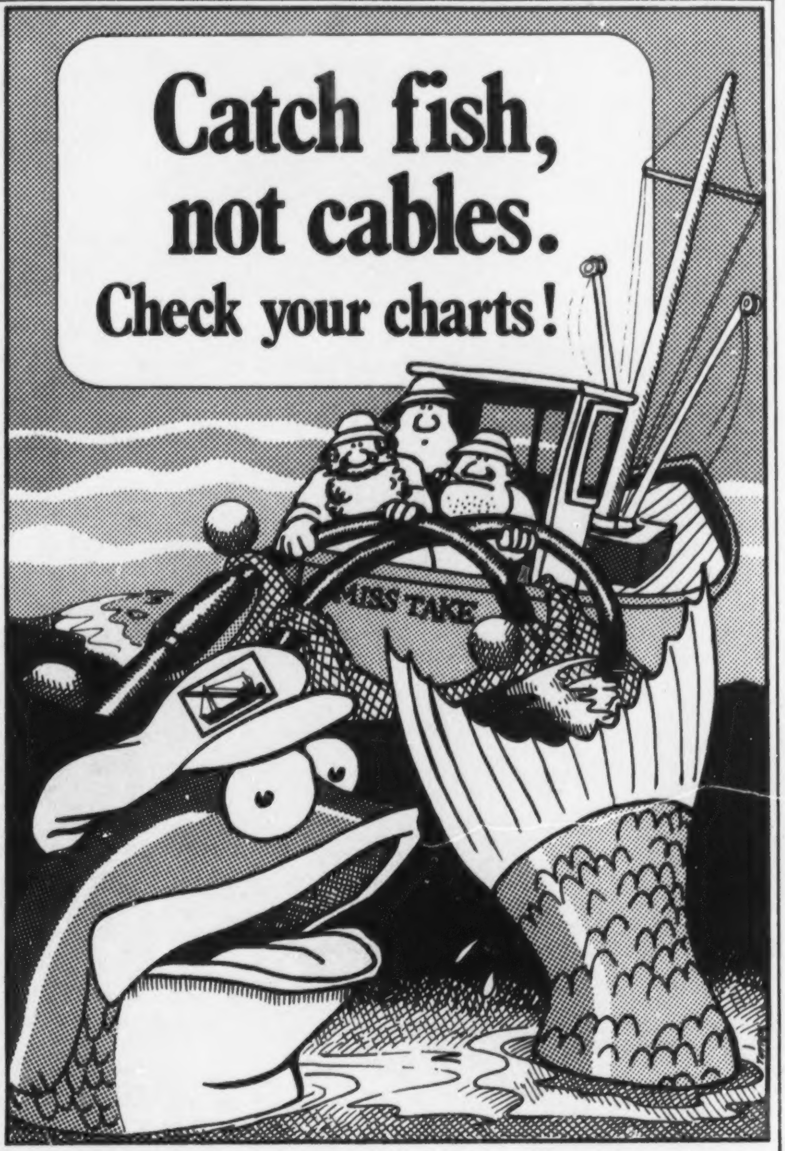
Lou Weber, Operations Manager - WOM.
1350 N.W. 40th Ave.
Fort Lauderdale, FL 33313
Tel.: (305) 587-0910

Amvest Leasing & Capital Corp.
One Boar's Head Pl., P.O. Box 5347
Charlottesville, VA 22905
Tel.: (804) 977-3350
Telex: 822459
Kenneth H. Hess, Director, Transportation Leasing.
Parent Co.: Amvest Corp.
Primary Market Areas: National, Puerto Rico.
Services: Vessels and equipment, leasing and loans. Financial consultant.
Branches & Personnel:
Jose E. Mayoral, Vice President.
Pan Am Building, Suite 1203
Hato Rey, PR 00917
Tel.: (809) 751-4050

Aquatic Management Co.
5033 N. 66th Ave.
Glendale, AZ 85301
Tel.: (602) 846-5993
Tom Camp, Manager.
Parent Co.: Eco-Systems, Inc.
Services: Water quality management, weed control, etc.

Arcos Cielos Corporation
P.O. Box 3818
W. Sedona, AZ 86340
Tel.: (602) 282-5939
Elliott C. L. Maynard, President.
Primary Market Areas: National, Puerto Rico, Africa, Middle East.
Services: Giant freshwater prawnculture, research, systems design, hatchery design, growout systems, management consultation, innovative approach to future - science aquaculture.

AREA (Aquaculture Research/Environmental Associates)
P.O. Box 1303
Homestead, FL 33030
Tel.: (305) 248-4205
Paul Mulvihill, President.
Parent Co.: AREA Tropical Fish Farms
Primary Market Areas: Direct Marketing, Worldwide.
Services: Aquaculture consultants, economics, design and construction, aeration specialists.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Eric L. Anderson, Vice President.

Primary Market Areas: National.

Services: Naval architectural and marine engineering consulting, engineering, and design for fishing boat, ferry, work boat, tug and barge new construction, conversion, refurbishment, and repair. Services provided include: specifications, bid and design evaluation, hull form development, stability calculations, arrangements, structural design and analysis, propeller design, propulsion machinery, electrical systems, piping systems, HVAC, equipment section, production planning and scheduling, owner's representation and test procedures.

Arthur H. Sulzer Associates, Inc.

688 Beatty Rd.
Springfield, PA 15064
Tel.: (215) 543-5884
Arthur H. Sulzer, President.

Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Southwest Pacific Coast, Pacific Northwest, Europe, Africa, Far East.

Services: Marine surveyor for China Corporation Register of Shipping, Det Norske Veritas, Lloyds Register of Shipping, Bureau Veritas. Hull, engine, P&I surveyor. Owner and operator of 25-270 foot barges; barges for charter. Boat repairs.

Branches & Personnel:

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T. Suchockc, President.
P.O. Box 217
Thorofare, NJ 08086
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Association of Smoked Fish Processors, Inc.

5 Hayward Street
Quincy, MA 02171
Tel.: (617) 328-7600
George W. Bierman, Technical Director.

Primary Market Areas: Mid-Atlantic States.

Services: The Association of Smoked Fish Processors, Inc. is a trade association of some of the major processors of smoked fish in the USA. The purpose of the Association is to provide technical services to its members in areas pertaining to sanitation, quality control/quality assurance, regulatory guidance, research and development and technical information abstracting.

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333 E. 79th St.
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Tel.: (212) 744-2412
Kenneth M. Dugan, Jr., President.

Primary Market Areas: National.

Services: Merger, acquisition, divestment and financing.

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Kent M. Scudder, Director, Research and Development.

Primary Market Areas: National.

Services: This company is presently involved in research and development of automated integrated components for monitoring and control of intensive aqua/agriculture systems.

Bestway Refrigerated Service, Inc., Truck Brokers, Seafood Div.

515 S. Bay St., P.O. Box 1884
Eustis, FL 32726
Tel.: (904) 357-3144
Dan E. Campbell, General Manager.

Parent Co.: Bestway Refrigerated Service, Inc., Truck Brokers

Services: Brokers of refrigerated trucks.

John J. Bielman, Sr.

1609 Bay Ave.
Ocean City, NJ 08226
Tel.: (609) 399-4874
John J. Bielman, Independent Marine Surveyor.

Primary Market Areas: Mid-Atlantic States.

Services: Surveys limited to yachts, commercial fisherman (trawlers) for insurance, purchase, claims. No cargo.

BioMed Research Labs

1115 East Pike Street
Seattle, WA 98122
Tel.: (206) 324-0380
John J. Majnarich, Director.

Primary Market Areas: National.

Services: Fish bacterins: production of USDA-approved Vibrio, ERM and experimental vaccines for research needs. Fish disease diagnostics: complete microbiological facilities for disease diagnosis including histopathology, pathogen identification, serology. Toxicology - LC_{50} and LD_{50}. Small animal quarters and fish holding facilities for physiological, pharmacological studies, bioassays, antisera production and agglutination tests. Water Quality Analysis: the analytical laboratory can provide complete chemical and biological analysis of your samples. Nutritional Studies: complete labeling and proximate analysis of fish, fish feeds, and food ingredients; research of various diets for quality control are available.

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Port Arthur, TX 77640
Tel.: (713) 982-2911
John F. Vandegrift, Sr.

Primary Market Areas: Eastern Texas and Western Louisiana ports.

Services: Compass adjusters, inspectors and certifiers of ship and dock material handling devices, general marine surveying, consultant in all phases of marine operations, expert court witness, chart agency (NOS and DMA).

Captain's Nautical Supplies, Inc.

Salmon Bay Fishing Terminal
Seattle, WA 98119
Tel.: (206)283-7242
Jim Caroll, Sales Manager.

Primary Market Areas: Pacific Northwest.

Services: Compass adjusting, compass repairs, clock and barometer repairs, binocular repairs.

Branches & Personnel:

Jon Daniel, Manager.
1324 Second Ave.
Seattle, WA 98101
Tel.: (206) 622-3305

Lance Howard, Manager.
817 S.W. Second Ave.
Portland, OR 97204

Cascade Sound Systems

6510 Phinney Ave. N., Suite 6
Seattle, WA 98103
Tel.: (206) 782-1663
Jeff Hansen.

Primary Market Areas: Seattle, Washington and Arcadia, California.

Services: Marine audio installations (ie: TV, stereo, burglar alarms).

Branches & Personnel:

326 N. 1st Street
Arcadia, CA 91006

Chicago Cold Storage Division

1526 So. State St.
Chicago, IL 60605
Tel.: (312) 791-8200
TWX (910) 221-5042
Gilbert C. Mitchell, General Sales Manager.

Parent Co.: Beatrice Foods Co.

Primary Market Areas: Great Lakes States.

Services: Public warehousing.

Commercial Marine Service, Inc.

258 Cannery St., Berth 264
Terminal Island, CA 90731
Tel.: (213) 831-8851
Thomas L. Sharkey, President and General Manager.

Primary Market Areas: Southwest Pacific Coast.

Services: Two marine railways that can handle vessels up to 150 ft. or 500 tons; two finger piers (450/75 ft.); all types of marine repairs including steel, aluminum, wood and fiberglass; emergency dockside repairs; temporary berthing for offshore supply vessels; crane service.

Culture Fisheries Corp.

Box 284
Newcastle, ME 04353
Tel.: (207) 563-3226
Telex: 955329 TLX SRVC ATT: CFC
W. S. Gillmor, President.

Primary Market Areas: National, Spain (National Distributor), Denmark and Greece.

Services: Exporters of oyster seed.

Branches & Personnel:

P.R.O.I.N. SA
Juan Fernandez Arévalo, President.
P.O. Box 2
Sada, (La Coruña) Spain
Telex: 82-120 COIN E

Custom Craft Boat Co.

2805 Palma Dr.
Ventura, CA 93003
Tel.: (805) 644-2773
Robert N. Villegas, Owner.

Primary Market Areas: Southwest Pacific Coast.

Services: Boat builders and repairers.

D. B. Follansbee, Inc.

So. Harpswell, ME 04079
Tel.: (207) 729-4858
Telex: 952069
D. B. Follansbee, President.

Primary Market Areas: National, Canada.

Services: Importing agents and U.S. distributors for Dutch Marine Products Group.

Branches & Personnel:

Normans S. Wright Co.
Jim Boyd, Sales Representative.
675 Brannan St.
San Francisco, CA 94107
Tel.: (415) 788-8534
Telex: 34336

Intermann Marine Marketing Ltd.
John Nichols, Sales Representative.
1898 Powell St.
Vancouver, BC V5L 1H9 Canada
Tel.: (604) 253-4125

R. B. Grove, Inc.
261 S.W. 6th St.
Miami, FL 33130
Tel.: (305) 854-5420

Ray Thomas Associates
Ray Thomas, Sales Representative.
30221 Hazy Holly Ln.
Magnolia, TX 77355
Tel.: (713) 356-2948

F. Morris Love, Inc.
F. Morris Love, Sales Representative.
7105 N. Armenia Ave.
Tampa, FL 33682
Tel.: (813) 935-5512

D. B. Follansbee, Inc.
Todd J. Follansbee, Vice President.
12 Marshall Ln.
Middletown, RI 02840
Tel.: (401) 846-4358
Telex: 952069 (TELEX)

E. W. Smith Co., Inc.

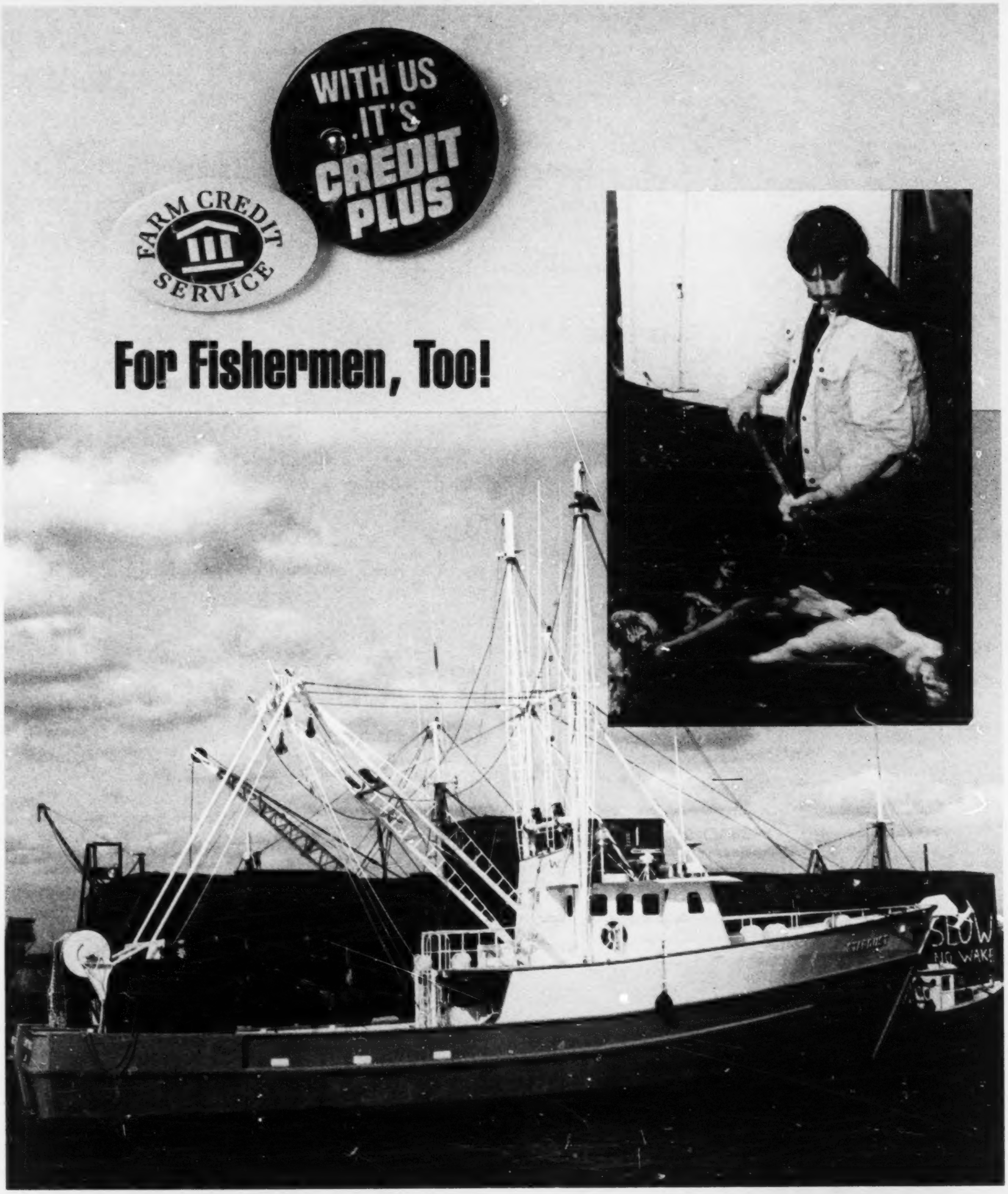
Union Wharf
Fairhaven, MA 02719
Tel.: (617) 993-2700
Ernest W. Smith, President.

Primary Market Areas: New England.

Services: The company holds a Coast Guard inspection permit for Coast Guard approved life rafts for the C. J. Hendry Raft and Givens Raft.

Eagle Enterprises, Inc.

700 W. International Airport Rd.
Anchorage, AK 99502
Tel.: (907) 272-1831



For Fishermen, Too!

For more than 60 years, Farm Credit Service has been the first choice of farmers for all their financial requirements. In recent years, we've become number one with commercial fishermen, too. Financing for boats, fishing gear and other requirements can be made as needed, or you can arrange for an annual line of credit. With us . . . you can look for credit, record-keeping, tax services, plus other services. For Credit Plus service for all your fishing and family needs, Farm Credit Service is number one.

Federal LAND BANK Association
Production Credit Association

Serving the fishermen of New England, New Jersey and New York State.

Fred Morton, Ken Additon Auburn, Maine (207) 784-0193 **Paul Geiss** Newport, Maine (207) 368-4333
William S. Bensley Taunton, Massachusetts (617) 824-7578 **George Pizzo** Freehold, New Jersey (201) 462-3350
Ann Myles Moorestown, New Jersey (609) 235-0216 **George Pizzo** Bridgeton, New Jersey (609) 451-0933

Edith S. Hartley, President.
Primary Market Areas: Pacific Northwest.
Services: Inspection and recertification of life rafts.

East Coast Salvage Co., Inc.

29th and Adams Ave.
Camden, NJ 08105
Tel.: (609) 966-4469
TWX 710 891 0136
E. Dobson, Sales Representative.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States.
Services: Salvage contractor, underwater hull surveys, barge and vessel repairs, diving services.

Elco Electronics, Inc

6 Grove St.
Norwell, MA 02061
Tel.: (617) 878-5453
Ely M. Hamaty, President.
Primary Market Areas: New England.

Empire Freezers of Syracuse, Inc.

Farrell Rd., P.O. Box 4892
Syracuse, NY 13221
Tel.: (315) 451-3150
Telex: 937313
TWX 710/541-0596
Charles A. Cleveland, Director of Sales and Customer Service.
Primary Market Areas: New England, Mid-Atlantic States.
Services: Public refrigerated warehouse, freight consolidation and regional distribution.

Eness Research & Development Corp.

75 Carver Ave.
Westwood, 07675
Tel.: (201) 666-9487
Nicholas M. Stiglich, President and Chief Engineer.
Primary Market Areas: National.
Services: Marine research and development; design, plans and specifications for oceanographic equipment; design and production of prototype models.

* Farm Credit Banks of Springfield

P.O. Box 141
Springfield, MA 01101
Tel.: (413) 786-7600
TWX 710-350-0142
Allan E. Bovey, Advertising/Public Relations Officer.
Primary Market Areas: New England.
Services: Financing for the purchase or construction of a fishing vessel, the reconditioning or conversion of a fishing vessel, the purchase of electronic gear or other equipment, shoreside facilities used in fishing operations and personal needs. Other services include credit life insurance, record-keeping and financial planning and income tax preparation.

Fernwood Trout Hatchery, Inc.

Rte. 1
Gansevoort, NY 12831
Tel.: (518) 793-1282
Thomas C. Field, President.
Primary Market Areas: New England, Mid-Atlantic States.
Services: Lake and stream surveys for recreational fisheries management; basic aquatic biology and water chemistry surveys.

Fish-Master

500 Calle Del Sol
Aptos, CA 95003
Tel.: (408) 688-5338
Bert F. Holland, President.
Parent Co.: Bert Holland Enterprises
Primary Market Areas: National, Mexico, Canada, Great Britain and Japan.
Services: Meteorological and oceanography work. Complete overhauling service.
Branches & Personnel:
Holland-Caudill Assembly Company
Alyse Vestal Caudill, President, Owner.
515 Hidden Valley Rd.
Watsonville, CA 95076
Tel.: (408) 724-7464

Fisheries Production & Systems Planning

3675 S.E. Salmonberry Rd.
Port Orchard, WA 98366
Tel.: (206) 876-8476
Kenneth P. Ferjancic, Owner.
Primary Market Areas: Services: Aquatic facilities development, lake and stream restoration, cultivation techniques, environmental analysis, marine aquarium design and maintenance.

Frank G. Banester & Co., Inc.

90 Arcadia Ave.
Reading, MA 01867
Stephen G. Banester, Marketing Manager.
Primary Market Areas: National.
Services: Manufacturer's agents and importers with warehousing.

Friedrich Max Associates

P.O. Box 901
Leesburg, VA 22075
Tel.: (703) 777-3400
George E. Karas.
Primary Market Areas: National, Japan, Canada.
Services: Information services; technology transfer; product searches and development.

GEN-DOR Industries Compass Adjustment and Instrument Repair

34 Randall Ave.
Lynbrook, NY 11563
Tel.: (516) 887-2765
Eugene E. Murphy, President.
Primary Market Areas: New England, Mid-Atlantic States.
Services: Compass adjustment and repairs, repair of navigation equipment including azimuth circles, sextants, binoculars and alidades.

General Electric Credit Corp.

P.O. Box 8300
Stamford, CT 06904
Tel.: (203) 357-4455
Robert V. Rieker, Manager, Marketing Relations.
Parent Co.: General Electric Co.
Primary Market Areas: National.
Services: Fish boat financing and leasing.
Branches & Personnel:
Lawrence R. Appel, Region Manager.
1000 4th St.
San Rafael, CA 94901
Tel.: (415) 454-2320

Harold E. Poe, Region Manager.
1341 W. Mockingbird Lane
Dallas, TX 75247
Tel.: (214) 631-2341

Richard L. Shumate, Region Manager.
P.O. Box 888047
Dunwoody, GA 30338
Tel.: (404) 394-4055

General Electric Credit Corporation

P.O. Box 888047
Dunwoody, GA 30338
Tel.: (404) 394-4055
Richard L. Shumate, Region Manager.
Primary Market Areas: National.
Services: Finance company for the marine industry.
Branches & Personnel:
Ronald T. Stonfer, District Manager.
11350 McCormack Rd.
Hunt Valley, MD 21031
Tel.: (301) 628-7272

N.B. Burdette, District Manager.
4019 Woodcock Dr.
Jacksonville, FL 32207

C.B. Robinson, District Manager.
410 Ware Blvd.
Tampa, FL 33619
Tel.: (813) 621-6002

Givens Survival Systems

3198 Main Rd.
Tiverton, RI 02878
Tel.: (401) 624-6698
James A. Givens, President.
Parent Co.: Givens Survival Systems
Primary Market Areas: National.
Services: Service Givens Buoy Liferaft*.
Branches & Personnel:
Tampa Marine Supply Company, Inc.
P.O. Box 2083
Tampa, FL 33601
Tel.: (813) 229-2734

Marine Service and Supply Co.
Raoul R. Lozano, President.
528 Destrehan Ave., P.O. Box 143
Harvey, LA 70059
Tel.: (504) 430-8601

Offshore Safety Survival
1000 Broadway at Cannelside, P.O. Box 5457
Houston, TX 77012
Tel.: (713) 928-5951

Eastern Aero Marine
P.O. Box 40006, 3850 N.W. 25th St.
Miami, FL 33148
Tel.: (305) 871-4050

Black Industrial Supply
3200 E. 92nd St.
Chicago, IL 60617
Tel.: (312) 768-1500

Marine Safety Equipment Corp.
P.O. Box 465
Farmingdale, NJ 07727
Tel.: (201) 938-5661

Southern Marine Supply
647 West River St.
Savannah, GA 31401
Tel.: (912) 234-6646

Safety Equipment Co.
101-103 South 2nd St.
Wilmington, NC 28401
Tel.: (919) 763-5172

Givens Associates
Jim Givens, President.
3198 Main Rd.
Tiverton, RI 02878
Tel.: (401) 624-6697 or 624-6698

Paxton Co.
1111 Ingleside Rd.
Norfolk, VA 23502
Tel.: (804) 853-6781

River Services, Inc.
P.O. Box 1694
Savannah, GA 31401
Tel.: (912) 964-7777

Chase, Leavitt & Company
Tris Thompson.
10 Dana St.
Portland, ME 04112
Tel.: (207) 772-3751

Landrigan Corp.
P.O. Box 294, Logan International Airport, Portor St.
Boston, MA 02128
Tel.: (617) 567-2182

The Williams & Wells Co.
349 West 12th St.
New York, NY 10014
Tel.: (212) 255-1800

Nordby Supply Co.
W. H. Bell.
2600 W. Commodore Way
Seattle, WA 98199
Tel.: (206) 284-4000

Samsel Rope and Marine Supply Co.
1310 West 11th St.
Cleveland, OH 44113
Tel.: (216) 241-0333

Life Support Systems Hawaii
104 D Lagoon
Honolulu, HI 96819
Tel.: (808) 847-6262

Survival Systems Co.
9175 Chesapeake Dr.
San Diego, CA 92123
Tel.: (714) 565-8128

Mariners Supply Co., Inc.
4865 N. Lagoon, Swan Island
Portland, OR 98217
Tel.: (503) 285-5247

Harbor Branch Foundation, Inc.

RFD 1, P.O. Box 196
Ft. Pierce, FL 33450
Tel.: (305) 465-2400
Jean E. Buhler, Director, Link Engineering Laboratory.

Money Is Only Part
Of a Financing Package

50
Years
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Leases

Other companies may be willing to finance your marine equipment, but ITT Industrial Credit Company can offer you a total financing package.

With 50 years experience and 37 convenient locations, we can give you professional, personal service on capital loans, time sales plans, leases and insurance. And we offer term/payment flexibility. We work to make your marine equipment borrowing a tool to cut your costs.

So, before acquiring your next piece of marine equipment, talk to your local ITT Finance Professional.

Since becoming a part of the financial services family of ITT in 1969, Industrial Credit Company has grown at an annual rate of more than 35 percent, making us the growth leader in the field. (We now have over $800 million in loans and leases outstanding.)

Call or write us to discuss your financing needs. For the Industrial Credit Company office nearest you, check the Yellow Pages or call Marketing Specialist Anne Krinsky at 612/224-9601.

Growing Faster Because We Serve You Better

ITT Industrial Credit Company

A financial service of International Telephone and Telegraph Corporation
Home Office: 230 Hamm Building • Saint Paul, Minnesota 55102 • Telephone 612/224-9601

Primary Market Areas: National.
Services: A non-profit corporation established primarily for research in the marine sciences and for the development of tools and systems for underwater oceanographic research.

ITT Industrial Credit Co.

1400 North Central Life Tower, P.O. Box 43777
St. Paul, MN 55164
Tel.: (612) 227-0011
Richard A. Bobb, Senior Vice President, Director of Marketing.
Parent Co.: ITT Financial Corp.
Primary Market Areas: National.
Services: Capital equipment financing and leasing for commercial fishing vessels, service vessels and tugboats, barges, trucks, industrial machinery.
Branches & Personnel:
Norm Weis, Regional Manager.
Sea/Tax Office, 18000 Pacific Coast Hwy., Ste. 506
Seattle, WA 98188
Tel.: (206) 246-7750

Jack Baxter, Regional Manager.
7898 Baymeadows Way, Suite 140
Jacksonville, FL 32216
Tel.: (904) 731-8570

Todd Laidlaw, Regional Manager.
36 Washington St.
Wellesley Hills, MA 02181
Tel.: (617) 235-6752

Harry Newman, Regional Manager.
924 Montclair Rd.
Birmingham, AL 35213
Tel.: (205) 592-3432

Jack Bean, Regional Manager.
3350 Ridgelake Dr., CNA Building
Metairie, LA 70002
Tel.: (504) 834-5180

ITT Industrial Credit Company

P.O. Box 604
Newton Lower Falls, MA 02161
Tel.: (617) 235-6752
Todd W. Laidlaw.
Parent Co.: International Telephone & Telegraph
Primary Market Areas: National.
Services: Finance and leasing for acquisition of income-producing equipment. Interested in financing commercial fishing vessels, processing, packaging and material handling equipment. Minimum loan limit $50,000.

James R. Reed and Associates, Inc.

813 Forrest Dr.
Newport News, VA 23606
Tel.: (804) 599-6750
James R. Reed, Jr., President.
Primary Market Areas: Mid-Atlantic States, South Atlantic States.
Services: Environmental consulting; impact assessments and ecological surveys; taxonomic identification of plankton, macroinvertebrates and fish; primary productivity studies; reservoir studies; commercial laboratory services in biology, microbiology and chemistry; toxicity testing, bioassays and hazardous waste analysis.

Jekyll Towing & Marine Services Corp.

P.O. Box 3166
Jekyll Island, GA 31520
Tel.: (912) 635-2733
Elizabeth K. Gibson, Treasurer.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Gulf Coast States, Caribbean.
Services: Towage of vessels by ABS ocean-class tug, "Jekyll Isle.".

John Ordway & Associates

12 Auburn St., P.O. Box 174
Newburyport, MA 01950
Tel.: (617) 462-9929
John R. Ordway, Director.
Primary Market Areas: National, Canada.
Services: Economic and operational analyses and design of vessel components, vessels, shoreside equipment, ports and harbors. Business planning services for cooperatives, individuals, corporations. Feasibility investigations of catching, processing, holding, and distribution systems. Special product procurement and project management. Computer-based data management, trend analyses, optimization/projection. User need and impact investigations. Expert witness testimony.

Louisville Wholesale Bait

5113 Preston Hwy.
Louisville, KY 40213
Tel.: (502) 968-8931
Charles A. Kines.
Primary Market Areas: Mid-Atlantic States.
Services: Bait sales and delivery principally to commercial lakes, private clubs, etc. Custom hauling of fish.

Maine Compass Services

1 Pleasant St., P.O. Box 312
Yarmouth, ME 04096
Tel.: (207) 846-4814
William B. Rice, President.
Parent Co.: Royall Marine Development, Inc.
Primary Market Areas: National.
Services: Compass adjusting.

Marine Electronics Monterey Bay

345 Lake Ave.
Santa Cruz, CA 95062
Tel.: (408) 476-2551
Rachmat Martin, President.
Primary Market Areas: Southwest Pacific Coast.
Services: Installation of marine electrical and electronic equipment.

Marine Funding Int., Inc.

200 E. 16 St
New York, NY 10003
Tel.: (212) 475-2653
Ronald C. Harry, Executive Vice President.
Primary Market Areas: Worldwide.
Services: Financial consultants, funding, financing, feasibility studies.

Marine Technical Assistance Group

1240 Rubenstein Ave.
Cardiff-by-the-Sea, CA 92007
Tel.: (714) 753-1847 or 453-2020
William 'Skip' H. Price, Owner.
Primary Market Areas: Worldwide.
Services: Marine science prototype and specialty equipment. Design consultation, engineering and fabrication. Vessel charters, boat service and diving services. Vessel outfitters, marine surveyors, vessel deliveries anywhere in the world, with U.S.C.G. licensed captains and crews. Vessel management and maintenance, refinishing. Physical science and biological field technicians. Ecological consultant.
Branches & Personnel:
W.H. "Skip" Price, Owner.
11689 K Sorrento Vly. Rd.
San Diego, CA 92121
Tel.: (714) 453-2020

Marinovich Trawl Co., Inc.

1317 E. First St., P.O. Box 294
Biloxi, MS 39533
Tel.: (601) 436-6429
Steve J. Marinovich, President.
Primary Market Areas: Worldwide.
Services: Designers and manufacturers of nets and gear, serving the commercial fisheries and marine science groups.

Maritime Terminal, Inc.

Whaler's Wharf, P.O. Box F-745
New Bedford, MA 02742
Tel.: (617) 996-8507
Telex: 929422
Richmond Viall, Executive Vice President.
Primary Market Areas: New England, Iceland, Norway, Canada, Argentina.
Services: Cold storage warehousing and custom blast freezing for the fishing industry.
Branches & Personnel:
Bridge Terminal, Inc.
Richmond Viall, Executive Vice President.
Fish Island
New Bedford, MA 02742
Tel.: (617) 994-4300
Telex: 929422

Merchants Cold Storage & Warehouse Co.
Peter Goff, General Manager.
160 Kinsley Ave.
Providence, RI 02903

W. C. Melcher, Attorney and Counselor at Law

9171 Wilshire Blvd, Ste. 332
Beverly Hills, CA 90210
Tel.: (213) 278-1552
W. C. Melcher, Attorney.
Parent Co.: Steinberg, Bugliosi and Melcher
Primary Market Areas: National.
Services: Admiralty law, general law, corporate law, entertainment law, sports law.

Jan L. Michalek, Independent Researcher

11830 Camp Ohio Road N.E.
St. Louisville, OH 43071
Tel.: (614) 745-2187
Jan L. Michalek.
Primary Market Areas: Worldwide.
Services: Consultant: design of fish hatcheries; growth supervision from the beginning through production; pond design, specializing in rainbow, brown, and brook trout and salmon; disease diagnosis and treatment.

Mitch's Farm Raised Catfish

Loop Rt., P.O. Box 164
Tahlequah, OK 74464
Tel.: (918) 868-2802
Mitch Fram, Owner, Operator.
Primary Market Areas: Northeastern Oklahoma.
Services: Consultant services.

Modular Panel Company

P.O. Box B-947
New Bedford, MA 02741
Tel.: (617) 993-8228
Telex: MOPANCO 929468
Robert L. Weeks, President.
Parent Co.: Dyrelite Corp.
Primary Market Areas: National.
Services: Full services in design, engineering, construction details and erection for cold storage requirements.

Moyers Lake

RD 2, P.O. Box 682
Coopersburg, PA 18036
Tel.: (215) 967-1053
Bruce A. Moyer, Owner.
Primary Market Areas: Mid-Atlantic States.
Services: Fish and pay lake.

Muff Diving Co.

502 Main St.
Bayboro, NC 28515
Tel.: (919) 745-3551 or 249-0678
Chuck Forrest, President and Master Diver.
Primary Market Areas: South Atlantic States.
Services: All types of underwater work. Pleasure boats and work boats.

Nor'west Marine Sales

Rt. 4, P.O. Box 4777, 9213 Long Run Dr.
Juneau, AK 99803
Tel.: (907) 789-9490
Bob Murphy, Owner.
Primary Market Areas: Southeast Alaska.
Services: Marine appraisals and surveys.

Normandeau Associates, Inc.

25 Nashua Rd.
Bedford, NH 03102
Tel.: (603) 472-5191
Weldon S. Bosworth, Jr., Executive Vice President.
Parent Co.: Bank Building Corporation
Primary Market Areas: National.
Services: Preparation of compre-

hensive environmental reports, including drafting full NEPA-CEQ Environmental Assessment and Environmental Impact Assessment documents. Environmental expert advice, mediation and testimony in: fisheries management, rare and endangered species, aquatic invertebrates, marine and estuarine ecology, contaminant (pollutant) tracking, statistical design of sampling programs, hydrology/water resources, and water quality NPDES and related permit compliance monitoring, bioassay and aquatic toxicity testing. Solid and liquid waste disposal management, design and manufacture of data acquisition, tethered, ocean buoy systems.

Branches & Personnel:

Piscataqua Marine Laboratory
Pamela Hall, Director.
11 Pickering Ave.
Portsmouth, NH 03801
Tel.: (603) 431-5270

* Norton Corrosion Limited

22327 89th Ave. S.E.
Woodinville, WA 98072
Tel.: (206) 486-9126 or (800) 426-3111
TWX 910-449-2810
Dennis R. Helgeson, Chief Engineer.

Primary Market Areas: Worldwide.

Services: Cathodic protection engineering services and supplies.

Branches & Personnel:

Jeffery Tyne.
999 Clifton Ave.
Clifton, NJ 07013
Tel.: (201) 472-1992

Oceanjet

522 Queenanne Rd.
Paso Robles, CA 93446
Tel.: (805) 238-6218
Ted Nash, President.

Primary Market Areas: National, Europe and Japan.

Services: Marine Agent for: 1. Kanemasa Shirasu, President, Sea Affairs, Inc., 17-34 Komachi 2-chome, Kamakura-shi, Kanagawa-ken, Japan 2. John Fryer, President, Allen and Simmonds Ltd., Marine Engineering, Thames Side, Reading, England 54471.

Offshore Horizons, Inc.

20 Squadron Blvd.
New City, NY 10956
Tel.: (914) 638-2866
Mary Ann Liscio, President.

Primary Market Areas: National, Finland, Norway, Denmark, West Germany, Greece, France.

Services: Ice elimination evaluations. Engineering assistance, bow thrusters. Algae control evaluations.

Oil Mop, Inc.

Engineers Rd., P.O. Box P
Belle Chasse, LA 70037
Tel.: (504) 394-6110
Telex: 58 7486
Wallace J. Landry III, Sales Manager.

Primary Market Areas: Worldwide.

Services: Service contractor for oil spill containment, recovery, clean-up and disposal.

Branches & Personnel:

O.M.I., Limited
G. Bruce Standring, Managing Director.
Cannon Bridge Works, Cannon Ln.
Tonbridge, Kent TN9 1PP England
Tel.: (44 732) 352125
Telex: 95345 OMIEUR

OMI Manila
Adrien A. Maught, Jr., Senior Vice President.
Don Pablo Bldg., 114 Amorsolo St.
Legaspi Village, Makati, Metro Manila Republic of Phillipines
Tel.: 86-51-10
Telex: 45011 ATKROL PH

Oil Mop Australia (PTY) Ltd.
John Stennett, Managing Director.
240-242 Rae St.
North Fitzroy, Victoria 3068 Australia
Tel.: 489 6522
Telex: 37550

Orange Coast Adjusters

7798 Starling Dr. #306
San Diego, CA 92123
Tel.: (714) 292-6101
Robert J. Webb.

Primary Market Areas: Southwest Pacific Coast.

Services: Adjusters of liability and cargo losses.

Pac West Associates, Inc.

131-2nd Ave. S.
Edmonds, WA 98020
Tel.: (206) 775-5402
Telex: 32-1105
Bruce D. Beard, President.

Primary Market Areas: Southwest Pacific Coast, Pacific Northwest.

Services: General contractor building all metal storage warehouses and seafood processing plants.

Branches & Personnel:

Pac West Associates, Inc.
Martin Andrews, Financial Manager.
P.O. Box 7242
Reno, NV 89510
Tel.: (702) 322-0120

Pacific Bio Marine Labs., Inc.

P.O. Box 536
Venice, CA 90291
Tel.: (213) 822-5757
Rimmon C. Fay, President.

Primary Market Areas: National, Canada, England, Germany, France, Japan.

Services: Collection and supply of live marine biological specimens for research and education. Consultants to government agencies and industries.

Pacific Towboat & Salvage

1839 Water St.
San Diego, CA 92113
Tel.: (714) 234-8228
Telex: Pactow 656 339
Gary C. Coslett, Division Manager.

Parent Co.: Dillingham Corp.

Primary Market Areas: Southwest Pacific Coast.

Services: Tugboat services.

Branches & Personnel:

Pacific Towboat & Salvage Co.
Raynor Tsung Yoshi, Vice President, Marketing.
Pier D, Berth 35
Long Beach, CA 90802
Tel.: (213) 432-6487
Telex: PACTOW 656339

Guido F. Perla, Naval Architecture & Marine Engineering

Rte. 2, Box 240
Vashon, WA 98070
Tel.: (206) 463-9502
Guido F. Perla, President.

Primary Market Areas: National, Mexico, Costa Rica, Panama, Columbia, Venezuela, Ecuador, Chile, Peru.

Services: Consulting, engineering and design for fishing boats, tuna seiners, shrimp boats, processors, trawlers, tug-boats and offshore supply boats; general repairs and conversions; production engineering.

* Production Credit Association of Baton Rouge

P.O. Box 15427
Baton Rouge, LA 70895
Tel.: (504) 272-1900

Primary Market Areas: Louisiana.

Services: Aquatic financing.

Branches & Personnel:

Production Credit Association of Amite-Greensburg
P.O. Box 1015
Amite, LA 70422
Tel.: (504) 748-8655

Production Credit Association of Clinton
P.O. Box 246
Clinton, LA 70722
Tel.: (504) 683-8889

Production Credit Association of Covington
P.O. Box 1757
Covington, LA 70433
Tel.: (504) 892-8424

Production Credit Association of Franklinton
P.O. Box 544
Franklinton, LA 70438
Tel.: (504) 839-2385

Production Credit Association of New Roads
P.O. Box 189
New Roads, LA 70760
Tel.: (504) 638-6408

Production Credit Association of Bay Minette

U.S. Hwy. 31 South, P.O. Drawer 180
Bay Minette, AL 36507
Tel.: (205) 937-2481

Primary Market Areas: Alabama.

Services: Aquatic financing.

Branches & Personnel:

Production Credit Association of Atmore
P.O. Box 990
Atmore, AL 36502
Tel.: (205) 368-8195

Production Credit Association of Frisco City
P.O. Box 990
Atmore, AL 36502
Tel.: (205) 267-3145

Production Credit Association of Robertsdale
P.O. Box 3395
Robertsdale, AL 36567
Tel.: (205) 947-7315

Production Credit Association of Semmes
P.O. Box 498
Semmes, AL 36575
Tel.: (205) 649-5844

Production Credit Association of Hattiesburg

P.O. Box 391
Hattiesburg, MS 39401
Tel.: (601) 545-7020

Primary Market Areas: Mississippi.

Services: Aquatic financing.

Branches & Personnel:

Production Credit Association of Collins
P.O. Box 1
Collins, MS 39428
Tel.: (601) 767-3954

Production Credit Association of Columbia
P.O. Box 330
Columbia, MS 39429
Tel.: (601) 736-2266

Production Credit Association of Laurel
P.O. Box 1066
Laurel, LA 39440
Tel.: (601) 428-5464

Production Credit Association of Lucedale
P.O. Box 106
Lucedale, MS 39452
Tel.: (601) 947-7331

Production Credit Association of Poplarville
P.O. Box 271
MS 39470
Tel.: (601) 795-4906

Production Credit Association of Prentiss
P.O. Box 261
Prentiss, MS 39474
Tel.: (601) 792-5898

Production Credit Association of Waynesboro
P.O. Box 123
Waynesboro, MS 39367
Tel.: (601) 735-4434

Production Credit Association of Jennings

345 East Academy, P.O. Box 599
Jennings, LA 70546
Tel.: (318) 824-2024

Primary Market Areas: Louisiana.

Services: Aquatic financing.

Branches & Personnel:

Production Credit Association, Jefferson Davis Branch
P.O. Box 318
Jennings, LA 70546
Tel.: (318) 824-2661

Production Credit Association of Crowley
P.O. Box 511
Crowley, LA 70526
Tel.: (318) 783-3954

Production Credit Association of Kaplan
P.O. Box 117
Kaplan, LA 70548
Tel.: (318) 643-7290

Production Credit Association of Lake Charles
P.O. Box 360
Lake Charles, LA 70601
Tel.: (318) 478-7950

Production Credit Association of Opelousas

P.O. Box 630
Opelousas, LA 70570
Tel.: (318) 948-3003
Services: Aquatic financing.
Branches & Personnel:
Production Credit Association of Lafayette
128 A Trahan
Lafayette, LA 70506
Tel.: (318) 232-3012

Production Credit Association of New Iberia
P.O. Box 891
New Iberia, LA 70560
Tel.: (318) 364-0217

Production Credit Association of St. Landry Parish
P.O. Box 630
Opelousas, LA 70570
Tel.: (318) 948-3062

Production Credit Association of St. Martinville
P.O. Box 195
St. Martinville, LA 70582
Tel.: (318) 394-3430

Production Credit Association of Ville Platte
P.O. Box 373
Ville Platte, LA 70586
Tel.: (318) 363-1819

Production Credit Association of South Louisiana

P.O. Box 488
Napoleonville, LA 70390
Tel.: (504) 369-7214
Primary Market Areas: Southern Louisiana.
Services: Aquatic financing.
Branches & Personnel:
Production Credit Association of Raceland
P.O. Drawer L
Raceland, LA 70394
Tel.: (504) 527-3657

Quincy Market Cold Storage & Warehouse Co.

555 Pleasant St.
Watertown, MA 02172
Tel.: (617) 923-2100
TWX 710-327-0394
Kenneth K. Call, Sales Manager.
Parent Co.: Beatrice Foods Co., Chicago., Ill.
Branches & Personnel:
East Main Street Warehouse
Ronald A. Nickerson, Vice President and General Manager.
East Main St.
Gloucester, MA 01930
Tel.: (617) 283-6100
Telex: 94-0229
TWX 710-347-1314

Railroad Ave. Warehouse
Ronald A. Nickerson, Vice President and General Manager.
Railroad Ave.
Gloucester, MA 01930
Tel.: (617) 283-6100

South Bay Division
Harold S. Raybould, Vice President and General Manager.
100 Widett Circle
South Boston, MA 02118
Tel.: (617) 269-6330
TWX 710-339-6547

Northeast Cold Storage Corp.
Frank E. Wagner, General Manager.
165 Read St.
Portland, ME 04103
Tel.: (207) 773-7258
TWX 710-221-1981

Watertown Division
Harold S. Raybould, Vice President and General Manager.
555 Pleasant St
Watertown, MA 02172
Tel.: (617) 923-2100

Gloucester Division Hdqtrs. and Rogers St. Warehouse
Ronald A. Nickerson, Vice President and General Manager.
Rogers St.
Gloucester, MA 01930
Tel.: (617) 283-6100
Telex: 94-0229
TWX 710-347-1314

Rowe Square Warehouse
Ronald A. Nickerson, Vice President and General Manager.
Rowe Square
Gloucester, MA 01930
Tel.: (617) 283-6100
Telex: 94-0229
TWX 710-347-1314

Rhode Island Hospital Trust National Bank

One Hospital Trust Plaza
Providence, RI 02903
Tel.: (401) 278-7850
Robert M. Romano, Assistant Vice President.
Parent Co.: Hospital Trust Corp.
Primary Market Areas: National.
Services: Provides financing for all types of vessels, processing plants, etc. A full service bank with an ocean industries office staff experienced in the field and in developing financing packages on an individual basis.

Richard J. McGoldrick, Associates

53 Exchange St.
Portland, ME 04111
Tel.: (207) 774-1885
Richard J. McGoldrick, President.
Primary Market Areas: National, Canada.
Services: Capital investments arranged for commercial fisheries ventures ranging from producers (fishermen) to processors.
Branches & Personnel:
Commercial Properties, Inc.
Blaine Davis, Richard McGoldrick.
53 Exchange St
Portland, ME 04111
Tel.: (207) 774-1885

Richmond Cold Storage Co., Inc.

420 North 18th St., P.O. Box 264
Richmond, VA 23202
Tel.: (804) 644-2671
Frank E. Laughon, Jr., President.
Primary Market Areas: Mid-Atlantic States.
Services: Freezer, cooler and quick freeze service. Humidity control, block and crushed ice.

Robert E. Derecktor, Inc.

311 East Boston Post Rd.
Mamaroneck, NY 10543
Tel.: (914) 698-5020
James R. Mattingly, Sales Manager.
Primary Market Areas: National, Near East, Africa, South America, Phillipines.
Services: Boatbuilders of aluminum and steel construction. Custom and standard designs for fish vessels, military, commercial, sailing and power yachts. Custom gear and hardware. All maintenance and repair, storage facilities. NY yard: 61,000 sq. ft. enclosed building area, 130-ton crane, railway; RI yard: 50 acres, floating dry dock to 25,000 tons, complete commercial fish accomodations; Florida yard: 17 acres, 400-ton elevator. Sales department includes commercial and pleasure boat brokerage.
Branches & Personnel:
Robert E. Derecktor of Rhode Island, Inc.
Robert E. Derecktor, President.
Building 234, Coddington Cove
Middletown, RI 02840
Tel.: (401) 847-9270

Derecktor-Gunnell, Inc.
Skip Gunnell, Vice President.
775 Taylor Ln.
Dania, FL 33004
Tel.: (305) 920-5756

Robert E. White Instruments, Inc.

51 Commercial Wharf
Boston, MA 02110
Tel.: (617) 742-3045
Robert E. White, President, Treasurer.
Primary Market Areas: New England.
Services: Magnetic compass repair (authorized repair center for Danforth and Ritchie), weather instrument repair, clock repair, binocular repair. Publisher of the *Eldridge Tide and Pilot Book.*

S.E. Alaska Seine Boat Owners and Operators Association

728 Water St.
Ketchikan, AK 99901
Tel.: (907) 225-6618
Michele M. Zerbetz, Executive Director.
Primary Market Areas: Alaska.
Services: The purpose of this organization is to promote the development, preservation, operation, and general welfare of the fishing industry in Alaska, through participation in both state and national government. The organization also serves to encourage cooperation and good will among the people engaged in the fishing industry.

S. Monseu Company, Inc.

212-04 33rd Ave., P.O. Box 97
Bayside, NY 11361
Tel.: (212) 229-8243
Telex: 127972
S. Monseu, President.
Primary Market Areas: Worldwide.
Services: Fishing vessel sales, construction arrangements, financing. Ocean towing service.

Sait, Incorporated

33 Rector St.
New York, NY 10006
Tel.: (212) 422-6690 or 422-0160
G. A. Borremans, Director.
Parent Co.: Sait Electronics
Primary Market Areas: National, Belgium, France, England, Denmark, Yugoslavia, Greece.
Services: Installation and servicing of electronic equipment.

Saranac Refrigerated Warehouse, Inc.

P.O. Box 348
Littleton, NH 03561
Tel.: (603) 444-2453
Richard F. Polonsky, Vice President, Sales.
Primary Market Areas: New England.
Services: Refrigerated warehousing, storage, bulk breakdown and transportation of frozen products in New England. An independent warehouse serving several regional food wholesalers and distributors, state and federal agencies.

Sargasso Seafoods, Inc.

Tournament Wharf
Newburyport, MA 01950
Tel.: (617) 465-0551
Telex: 947-158
TWX Cable: EATEEL
John H. Steiger, Owner.
Primary Market Areas: National, Italy, Belgium, Holland, Germany, Japan, France, England.
Services: Live fish haulers (truck).

Sea Agency, Inc.

P.O. Box 388
Ridgewood, NJ 07451
Tel.: (201) 444-4092
Timothy J. Gifford, Productions Manager.
Primary Market Areas: New England, Mid-Atlantic States, Southwest Pacific Coast, Mexico.
Services: Recordation on TV tape cassettes of: depositions of seamen witnesses; damages to vessels and cargo; visual inventories, research projects in the maritime area.
Branches & Personnel:
Suite 2135, 530 "B" St.
San Diego, CA 92112
Tel.: (714) 239-7307

Searig Sail Systems Co.

73 Vauxhall St.
New London, CT 06320
Tel.: (203) 388-3614

Capt. Ted Charles Cohen, President.
Parent Co.: Seven Seas Yachts, Inc.
Primary Market Areas: New England, Mid-Atlantic States, South Atlantic States, Windward and Leeward Islands.
Services: Design and build sailing rigs for commercial vessels and yachts. 3 vessels available for lease or charter for ocean research, educational programs, oceanography, marine biology. Seven Seas Cruises.
Branches & Personnel:
Saybrook Marine Services
2 Clark St.
Saybrook, CT 06475
Tel.: (203) 443-3484

Seven Seas & Searig
c/o Vernon Edwards Agents
St. John, Antigua West Indies

Richard Sembler

29 W. 3rd St.
Patchogue, NY 11772
Tel.: (516) 475-7154
Richard Sembler.
Primary Market Areas: Mid-Atlantic States.
Services: Crane service, deep water dock, custom welding and fabrication, steel work boats.

Silver King Oceanic Farms, Inc.

P.O. Box 2184
Santa Cruz, CA 95063
Tel.: (408) 475-5798
T. Roger Haas, President.
Primary Market Areas: National.
Services: Lease space for bio-assay work using oceanic water.

Donald H. Smith, Marine Designer

890 Country Club Rd.
Crystal Lake, IL 60014
Tel.: (815) 459-1551
Donald H. Smith, Owner.
Primary Market Areas: National.
Services: Design and illustration of work or pleasure craft to 60 ft., hull condition surveys and consultation, marine promotional material including photography and preparation of literature (brochures).

South Shore Marine Radio, Inc.

29 Degnon Blvd.
Bay Shore, NY 11706
Tel.: (516) 665-2695
John T. Koleda, President.
Primary Market Areas: Mid-Atlantic States.
Services: Customized installations and woodworking.

Southern New England P.C.A.

Route 44 (Raynham, Mass.), P. O. Box 7
Taunton, MA 02780
Tel.: (617) 824-7578
Parent Co.: Farm Credit Service
Primary Market Areas: Mid-Atlantic States.
Services: Offer loans to the fishing industry in New England.
Branches & Personnel:
P.C.A. of Southern Maine
615 Minot Ave., P. O. Box 678
Auburn, ME 04210
Tel.: (207) 784-0193

Southern New England P.C.A.
1281 Old Country Rd.
Riverhead, Long Island, NY 11901
Tel.: (516) 727-2188

Star Prairie Trout Farm

R.R. #1, P.O. Box 121D
Star Prairie, WI 54026
Tel.: (715) 248-3332
Dale J. Hansen, Owner.
Primary Market Areas: Great Lakes States.
Services: Fee fishing and pond stocking.

Steuart Fisheries

4646 40th St. N. W.
Washington, DC 20016
Tel.: (202) 537-8940
Telex: 892-316
Frank T. Steuart, Vice President.
Parent Co.: Steuart Investment Company
Primary Market Areas: Pacific Northwest.
Services: Commercial fishing, crabbing, charters.

T.A. Herbert & Associates, Inc.

P.O. Box 10129
Tallahassee, FL 32302
Tel.: (904) 222-4634, 222-1334
Thomas A. Herbert.
Primary Market Areas: South Atlantic States, Gulf Coast States, Mexico, Central America.
Services: General consultants for fishery resource development with specialities including: gear development, financing evaluation of fish stocks, technology transfer, and energy conservation.

Tavolek, Inc.

2779 152nd Ave. N.E.
Redmond, WA 98052
Tel.: (206) 883-2150
Telex: 32-8098
Robert W. Eshenour, National Sales Manager.
Parent Co.: Pitman-Moore, Inc.
Primary Market Areas: National.
Services: Tavolek, Inc. serves the aquaculture industry primarily in the area of health care for fish. This is done through research, manufacturing and sale of vaccines and chemotherapeutics, as well as systems for the administration of the vaccines.

Tele-Press Associates, Inc.

342 E. 79 St.
New York, NY 10021
Tel.: (212) 744-2202
Alan Macnow, President.
Primary Market Areas: National, Japan, Korea, Southeast Asia.
Services: Consulting, public relations, and lobbying.

Trust Company Bank

250 Piedmont Ave, P.O. Box 4955
Atlanta, GA 30302
Tel.: (404) 588-7879
Telex: 542310
TWX 810751 3395
Bud Broadwell, Vice President.
Primary Market Areas: National.
Services: Factoring and banking services.

Tuggle Bait Farm, Inc.

Rte. 8, Box 430
Rome, GA 30161
Tel.: (404) 232-8063
M. Lee Tuggle, President.
Primary Market Areas: South Atlantic States, Gulf Coast States.
Services: Cricket raiser.

United States Cold Storage

777 Pattison Ave.
Philadelphia, PA 19148
Tel.: (215) 339-8333
Douglass E. Randlett, Manager.
Parent Co.: American Consumer Industries, Inc.
Primary Market Areas: National, Canada.
Services: Public cold storage warehouse.

Urethane Foam Applications, Inc.

15038 Bothell Way N.E.
Seattle, WA 98155
Tel.: (206) 364-1377
Gregory Piercy.
Primary Market Areas: National.
Services: Apply urethane foam insulation in boats and buildings.

Vertecs Corp.

P.O. Box 675
Kirkland, WA 98033
L. L. Loper, President.
Primary Market Areas: Pacific Northwest.
Services: Urethane insulation and thermal barriers, onshore/on board.
Branches & Personnel:
Jack Englert, Vice President, Alaska.
P.O. Box 10-1128
Anchorage, AK 99511
Tel.: (907) 349-3528

Virginia State Dept. of Health, Bureau of Shellfish Sanitation

109 Governor St.
Richmond, VA 23219
Tel.: (804) 786-7937
Cloyde W. Wiley, Director.
Primary Market Areas: Virginia.

Volliff Fish Farm

R.R. #1
Koshkonone, MO 65692
Tel.: (417) 764-2231
Harland E.L. Burkman, Owner.
Primary Market Areas: Mid-Atlantic States.
Services: Fee fishing.

Walnut Equipment Leasing Co., Inc.

10 E. Athens Ave.
Ardmore, PA 19003
Tel.: (215) 896-8080
William Shapiro, President.
Primary Market Areas: National.
Services: Radar equipment leasing.

Richard L. Watson

Box 1040
Port Aransas, TX 78373
Tel.: (512) 749-5960
Richard L. Watson.
Primary Market Areas: Gulf Coast States.
Services: Compass adjusting, compass repair, fishing vessel delivery to any port, celestial navigation. Licensed operator of ocean-going vessels up to 100 tons.

West Coast Insulation, Inc.

34310 9th Ave. S. #105
Federal Way, WA 98003
Tel.: (206) 838-1198
Matthew C. Heckinger.
Primary Market Areas: Worldwide.
Services: Manufacture and install non-asbestos, removable, re-useable exhaust insulation. Also manufacture spray shield made to U.S. military specifications.

Weyerhaeuser Co.

P.O. Box 1584
Homestead, FL 33030
Tel.: (305) 248-2852 or 248-2862
Michael P. Mulvihill, Business Manager.
Primary Market Areas: Direct, National, Central and South America.
Services: Macrobrachium Rosenberg II, post larvai.

Wright-Pierce, Architects and Engineers

99 Main Street
Brunswick, ME 04086
Tel.: (207) 725-8721
David G. Gardner, Executive Vice President.
Primary Market Areas: New England.
Services: Complete A/E services. Coastal engineering: feasibility studies, planning and design.
Branches & Personnel:
Jay R. Grumbling, P.E., Chief, Environmental Division.
25 Vaughan Mall
Portsmouth, NH 03801
Tel.: (603) 436-0174

Stanley J. Shilensky, AIA.
99 Market Street
Lowell, MA 01852
Tel.: (617) 452-8938

Theodore A. Roberts, Branch Manager.
Downtown Mall
Caribou, ME 04736
Tel.: (207) 496-3541

Directory of Trade Shows and Fisheries Conferences

Annual Fishermen's Forum
University of Rhode Island
Marine Advisory Service
Narragansett Bay Campus
Narragansett, RI 02882
Tel: (401) 792-6211
Herrick Johnson, commercial fisheries specialist.
Sponsored by the U.R.I. Marine Advisory Service, the Pt. Judith Fishermen's Cooperative, and the Offshore Lobstermen's Association.

Asia Mariner
Singapore Association of Shipbuilders and Repairers
Contact: Peter Johnson
6006 Bellaire Blvd., Suite 101
Houston, TX 77081
Tel: (713) 666-5188
TWX: 910-881-5777

Asian Fishing (annual exposition)
World Trade Center, Singapore
ITF Pte Ltd., Suite 804,
World Trade Center
1 Maritime Square, Singapore 4
Singapore

Atlantic States Marine Fisheries Commission and Gulf States Fall Meeting
Sponsored by the Atlantic States Marine Fisheries Commission
1717 Massachusetts Ave., N.W.
Washington, DC 20036
Irwin Alpern, Executive Secretary

Comfish (International in-the-water commercial fishing exposition)
Newport Yachting Center
P.O. Box 549
Newport, RI 02840
Tel: (401) 846-4994

Comm/Fish/Mart
P.O. Box 9368
Seattle, WA 98109
Tel: (206) 284-6176
Contact: Earlene O'Keefe

Cost and Design Factors in Selecting Processing Equipment, Conference and Workshop
Food Processors Institute
1950 Sixth St.
Berkeley, CA 94710
Contact: Timothy Gorman

East Coast Commercial Fishermen's Trade Exposition
Baltimore Convention Center
Baltimore, MD
Contact: Peter Carroll
Mid-Atlantic Expositions, Inc.
P.O. Box 3315
Annapolis, MD 21403

Eurocatch
Eagle Exhibition Consultants, Ltd.
Ludgate House
110 Fleet St.
London EC4 2JL, England
Tel: 01-353-4885/9
Telex: 21977
Harmish Millar/Desmond Cocoran, General Managers

Eurofish
Industrial and Trade Fairs International, Ltd.
Radcliffe House
Blenheim Court
West Midlands, England
Tel: 021-705-6707
Telex: 337073
John Legate, General Manager

Europort
Expo Travel and Conferences B.V.
Waalhaven Z.Z. 44
3088 Rotterdam
The Netherlands

Expo Pesca
Miami Convention Center
National Fisherman Expositions, Inc.
21 Elm St.
Camden, ME 04843
L. William Bower, General Manager

International Seafood Conference
One Illinois Center
111 East Wacker Dr.
Chicago, IL 60601
Tel: (312) 644-6610
Telex: 25-4073
Joy H. Lee, Conference Director
Sponsored by The Erkins Seafood Letter and Seafood Conference International, Inc.

Fish Expo
Seattle Center Coliseum
Seattle, WA
National Fisherman Expositions, Inc.
21 Elm St.
Camden, ME 04843
L. William Bower, General Manager

IFT Food Expo
Institute of Food Technologists
221 N. LaSalle St.
Chicago, IL 60601
Tel: (312) 782-8424
Dan Weber, General Manager

Gulf Coast Commercial Fishermen's Trade Exposition
Felsburg Associates
9430 Lanham Severn Rd.
P.O. Box 624
Seabrook, MD 20801

Seminar/Workshop on Controlling Critical Points in Food Processing
Dept. of Food Science and Technology
VPI & SU
Blacksburg, VA 24061
Contact: George J. Flick

World Fishing Exhibition
Industrial & Trade Fairs, Ltd.
Radcliffe House
Blenheim Court
Solihull
West Midlands, England
Contact: John Legate

Nor-Fishing
P.O. Box 130
Skoyen
Oslo 2
Norway

International Exposition for Food Processors
National Food Processors Assoc.
1133 20th St., N.W.
Washington, DC 20036
Tel: (202) 331-5923
Contact: Yasu Narita
Trade Show: Brooks Hall, San Francisco, CA

National Maritime Show
Baltimore Convention Center
Contact: 6006 Bellaire Blvd., Suite 100, Houston, TX 77081

Nova Scotia Fisheries Exhibition and Fishermen's Reunion
P.O. Box 308
Lunenburg, NS
Canada B0J 2C0

Offshore Technology Conference
Society of Petroleum Engineers
6200 N. Central Expressway
Dallas, TX 75206
Tel: (214) 361-6604
Telex: 730989
Contact: Sherry A. Lombana

Shipasia
Ocean Terminal
Hong Kong
Contact: Shipasia
6006 Bellaire Blvd.
Suite 101,
Houston, TX 77081

The Work Boat Show
P.O. Box 9368
Seattle, WA 98109
(206) 284-6176
Contact: Earlene O'Keefe

Oceanexpo
8, Rue de La Michodiere
75002 Paris, France
Tel: 1-742 92-56
Telex: 21550 SYSTELE PARIS (ext: 135)

Scottish Fisheries Exposition
Riverside House
Hough St.
Woolwich, London SE18 6LR, England
Tel: 01 855 7001
Telex: 986274 COMEXPUBLDN
Sponsored by: Herring Industry Board, White Fish Authority, and the Highlands and Islands Development Board.